SUPREME COURT OF THE UNITED STATES

OCTOBER TERM, 1962

No. 97

THE BALTIMORE & OHIO RAILROAD COMPANY, ET AL., APPELLANTS,

vs.

BOSTON AND MAINE RAILROAD, ET AL.

No. 98

MARYLAND PORT AUTHORITY, ET AL., APPELLANTS,

vs.

BOSTON AND MAINE RAILROAD, ET AL.

No. 99

INTERSTATE COMMERCE COMMISSION, APPELLANT,

vs.

BOSTON AND MAINE RAILROAD, ET AL.

APPEALS FROM THE UNITED STATES DISTRICT COURT FOR THE DISTRICT OF MASSACHUSETTS

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[fol. 3577]

I.C.C. Exhibit No. 53

VERIFIED STATEMENT OF J. H. STRATTON

SURVEY OF CERTAIN PORT SERVICES AT NEW YORK, PHILADELPHIA, BALTIMORE, AND HAMPTON ROADS

This statement is verified. Unless written request for cross examination is received by the affiant or his attorney, Jervis Langdon, Jr., 301 Baltimore and Ohio Building, Baltimore 1, Maryland, not later than ten days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

[fol. 3578]

INTRODUCTORY STATEMENT

My name is James H. Stratton. I am a partner in the consulting engineering firm of Tippetts-Abbett-McCarthy-Stratton. In my association with that firm since 1949, I have directed comprehensive studies of commerce movements, port services, and related matters of operation, improvement, financing and administration for a large number of United States ports.

Tippetts-Abbett-McCarthy-Stratton are consulting engineers for private industry, public utilities, financial institutions and government agencies. The firm maintains an organization of over 600 engineers, designers, economists and other technical personnel. Services provided by the firm include consultation, surveys, reports, designs, contract plans, specifications, estimates and supervision of

construction. Our principal office is in New York City. In addition, twenty branch offices are located in other cities throughout the world.

The experience of Tippetts-Abbett-McCarthy-Stratton covers the entire field of port development and operations, including appraisals of the organizational, financial and legislative problems involved in the establishment of port administrative agencies, estimates of prospective commerce, studies of port services and operation, and planning and design of port and harbor facilities. Recent surveys made by Tippetts-Abbett-McCarthy-Stratton which are of particular interest with respect to this statement concerning port services include comprehensive engineering and economic studies of the ports of Hampton Roads, Baltimore, Philadelphia, New York (East River Piers and Staten Island Rubber Terminal), Providence, Portsmouth, [fol. 3579] Trenton, Fort Pierce, Miami, Baton Rouge, Greenville, Houston, Buffalo, Detroit, northern Indiana, and Chicago. Appraisals of the economic aspects of port operations were basic to the port development program recommended in each case. Special emphasis was given to estimates of prospective commerce and to analyses of the availability of shipping services and commercial port services and their influence on the routing of commerce through a port. Other major studies which we performed in this field included engineering and economic surveys for the improvement of navigation channels at various east coast ports, studies of marine terminal improvements and operations for the Western Maryland Railway and the Reading Company, terminal and industrial improvements for Seattle and Tacoma, and the preparation of design criteria for terminals to accommodate roll-on roll-off and similar types of vessels.

Prior to joining Tippetts-Abbett-McCarthy-Stratton, I held the rank of Brigadier General, U. S. Army and served as Division Engineer, New England Division, U. S. Engineers. In that capacity I was responsible for reports, planning and design of river and harbor projects, as well as flood control works and military airfields. At the same time, I was a member of the Board of Engineers for Rivers and Harbors which is charged with the evaluation of eco-

nomic studies of the need for proposed navigation projects throughout the United States. In 1946-1948 I was supervising engineer, Panama Canal, and was in charge of economic and engineering studies to determine the feasibility of expanded canal facilities (Panama Sea-Level Canal). In 1945 and 1946 I served as Special Assistant and Assistant Chief of Engineers for Rivers and Harbors and Flood Control.

[fol. 3580] I am a graduate of the U. S. Military Academy, 1920, and of Rensselaer Polytechnic Institute, 1922, with the degree of Civil Engineer. I am a member of the Visiting Committee of the Department of Civil and Sanitary Engineering at the Massachusetts Institute of Technology. At the present time I am the North Atlantic Division representative of the National Rivers and Harbors Congress and a member of the American Arbitration Association. I contributed to the sections on Harbor Engineering in a civil engineering handbook, *American Civil Engineering Practice*, published by John Wiley and Sons in 1946.

This statement has been prepared on behalf of the following railroads:

The Baltimore and Ohio Railroad Company
Canton Railroad Company
The Chesapeake and Ohio Railway Company
Norfolk and Western Railway Company
The Pennsylvania Railroad Company
Reading Company
The Virginian Railway Company
Western Maryland Railway

Significance of Port Services

Export-import cargo at the Ports of New York, Philadelphia, Baltimore and Hampton Roads moves through these ports under a rail rate structure which affords the ports of Philadelphia, Baltimore and Hampton Roads lower rail rates than New York for movements to and from points in differential territory. At each of the four ports there is a good natural harbor, deep channels, protected anchorages, available capacity for handling expanded cargo

volumes, and adequate rail and highway connections to inland points of cargo origin and destination.

[fol. 3581] In our studies of the ports of Hampton Roads, Baltimore and Philadelphia, we found that the frequency and range of shipping services offered at New York and the supplementary services available at that port influenced the movement of cargo to such an extent that large volumes of cargo moving to or from differential territory were routed via New York. These movements through New York took place under the established rail rate differentials which favored the ports of Philadelphia, Baltimore and Hampton Roads.

There is a unique concentration of port service organizations at the Port of New York, as shown in the sections of this statement which follow. The value of these services may be expressed in terms of their contribution to speed and avoidance of delay in the movement of cargo, producing tangible advantages such as reduction of interest charges, meeting of letter of credit deadlines, and avoidance of charges and penalties arising from unfamiliarity with foreign trade procedures. Many advantages of New York's concentration of port services are not readily appraised: the convenience of direct personal contact necessary in the effective movement of cargoes; the knowledge of experienced personnel which insures that shipments move promptly, accurately and with a minimum of delay; and the specialization available in all types of services which makes possible a high degree of familiarity with the particular needs of various types of cargo. The importance of New York's foreign trade services is illustrated by a recent estimate of the New York State Department of Commerce which indicated that nearly three-quarters of this country's foreign trade is financed through New York City [fol. 3582] banks. As a result of the concentration of services at New York, a close working relationship has developed among services, which further enhances the position of the Port of New York. At New York, for example, freight forwarders have direct contact with the principal offices of almost every steamship line serving the Atlantic Coast and can thus more easily arrange shipments for their clients. Principal offices of steamship lines are not found in Philadelphia, Baltimore or Hampton Roads.

There follows a statement of each of the supplementary port services, in which are given general descriptions of the various services and comparative lists of the various agencies performing the services at New York, Philadelphia, Baltimore and Hampton Roads. Services which have been included are as follows:

International Freight Forwarders
Custom House Brokers
International Banking
Steamship Line Representation
Consular Services
Combination Export Managers
Foreign Trade Zone
Commodity Exchanges
Ship Brokers
Marine Insurance
Foreign Gov't. Purchasing Agencies
Foreign Chambers of Commerce

This list is not exhaustive, but includes those services which function in support of the movement of cargo through ports as well as services which tend to enhance the position of a port's foreign trade community as a whole. Although not included in this presentation, the frequency of steamship service at the ports under consideration and the patterns of last-port-of-call of ships calling at these ports are the subject of a joint study by port interests at Philadelphia, Baltimore and Hampton Roads (Exhibit No. ——). [fol. 3583] The various services treated herein have not been arranged in any special order of importance. Taken separately, they do not lend themselves to such evaluation since factors which are important to one shipper may not be important to another. Furthermore, the factors which control the routing of certain types of commerce through New York may have no bearing on other types of commerce or on other shipments of the same type. Doubtless there is traffic which moves through New York for reasons having no connection with some of the services described herein. Taken as a whole, however, the many interrelated port services which exist in such overwhelming preponderance at New York and its superior steamship services are of primary importance in drawing large volumes of foreign commerce to the New York port.

[fol. 3584]

I.C.C. Exhibit No. 54

I&S Docket 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Richard R. Bongartz, Transportation Center, Philadelphia 4, Pa.) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

[fol. 3585]

Before The

INTERSTATE COMMERCE COMMISSION

INVESTIGATION AND SUSPENSION
DOCKET NO. 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

Testimony of F. H. Clark

My name is F. H. Clark, residing at 543 S. Melville Street, Philadelphia 43, Pa.

Effective July 1, 1957 I became a retired employe of The Pennsylvania Railroad Company. For a period of over 48 years prior to that date I had been employed in the Operating Department of the Pennsylvania Railroad, of which approximately 12 years was in the Accounting and Statistical sections of that Department. My employment has included service in the Maintenance of Way and Maintenance of Equipment Departments, and from time to time I have served as Statistician, Yardmaster and

Trainmaster. For some 10 years I was engaged in making special operating and cost studies and investigations under the successive supervisions of the Superintendent of Freight Transportation and the Chief of Freight Trans-
[fol. 3586] portation of the Pennsylvania Railroad. From November 1955 until June 30, 1957, I was Special Assistant to the Vice President Transportation and Maintenance of the Pennsylvania Railroad. In these various positions I have made many special studies, including cost and switching studies, and investigations requiring an intimate knowledge of railroad operating practices and accounting procedures.

I am familiar with the operations of the Pennsylvania Railroad at New York, Philadelphia and Baltimore. Also, I am generally familiar with the operations of the other railroads at those ports. What I have to say about the Pennsylvania's operations at the three ports is generally true of those of the other railroads serving those ports.

The Pennsylvania Railroad reaches the three ports of New York (including Port Newark), Philadelphia, and Baltimore. Because there are marked differences in the physical characteristics of the terrain at these three ports the railroad service at New York entails special features which are not present with respect to such services at Philadelphia and Baltimore.

The most striking difference among the ports of New York, Philadelphia, and Baltimore indicative of both higher cost and greater operation at New York is the marine
[fol. 3587] equipment that must be supplied, operated and maintained to meet the transportation needs of that port in contrast to the ports of Philadelphia and Baltimore. Immediately below is summarized the marine equipment owned and operated by the Pennsylvania Railroad at each of the three ports:

	New York	*Philadelphia*	*Baltimore*
Tugs—Steam	15	1	–
—Diesel	13	–	–
Lighters, Barges, Car Floats, etc.	294	4	5
Total	322	5	5

New York Harbor is unique from the standpoint of railroad freight transportation. While there are numerous piers in the New York-Jersey City area few of them are accessible to direct rail car service. So it is the investment, maintenance and operation of the vessels and tugs with the necessary land facilities required to hold and handle traffic using such water routes—piers, transfer bridges, slips, cranes, coaling, fuel and ship repair facilities—are in the case of New York especially high. New York is so overwhelming a water serviced port there is no comparison between it and Philadelphia and Baltimore.

[fol. 3588] To man this marine equipment a personnel distinct from that engaged in rail transportation must be employed and trained. There are no interchangeable occupations among water and land skilled forces. In addition many of the employes engaged in water transportation must be licensed by the Government and operations conducted under Government regulations, distinct from those originating with the Interstate Commerce Commission. Repairs to marine equipment requires especially designed facilities and trained forces, whether the work is done in railroad owned or outside shops.

Another reason why the New York port area must have available such an elaborate supply of marine equipment, in contrast with Philadelphia and Baltimore, is apparent from the data appearing on the statement below which shows for the Pennsylvania Railroad the tons of export, import and domestic traffic, except ore and grain, moved through the ports of New York, Philadelphia and Baltimore for the year ending August 31, 1956, indicating as well the manner in which such tonnage was handled:

[fol. 3589]

Tons of Freight, Other Than Ore and Grain, Moved Through The Ports of New York, Philadelphia and Baltimore — Year Ending August 31, 1956. Regardless of Point of Origin or Destination

	New York		Philadelphia		Baltimore	
	Export	Import	Export	Import	Export	Import
Handled in) Marine) Lightered	698,317	141,352	—	—	126,270	20,793
Equipment) Floated	38,372	641	8,970	1,533	25,698	57,189
Truc-Train Delivery	396	3,986	—	—	—	—
Trucked	41,832	158,195	—	—	3	—
Driveaway	280	—	—	—	—	—
Handled by Rail	—	51	489,680	322,488	403,627	150,599
Total	779,197	304,225	498,650	324,021	555,598	228,581
Domestic amounted to:	161,803		—		6,658	
Grand Total	1,245,225		822,671		790,837	

From the above statement it will be seen that 81.1% of the Pennsylvania Railroad export-import traffic at New York was waterborne while at Philadelphia only 1.3% and at Baltimore 29.3% of the Pennsylvania Railroad export-import traffic was given water service.

The above statistical summary also emphasizes the diverse methods other than via water employed by exporters and importers at New York to dispose of their freight, namely by Truc-Train, "Driveaway" and Motor Truck. In addition to being prepared to provide water [fol. 3590] transfer service at its own expense the railroad must arrange for the aforementioned alternative methods of handling the traffic, likewise at its own expense.

Some idea of the extensive area in New York Harbor which must be served by the Pennsylvania Railroad marine equipment is provided by the fact that the lighterage limits at New York when measured from the Pennsylvania Railroad lighterage piers at Jersey City extend roughly a maximum distance to the vicinity of Perth Amboy, N.J., of

approximately 22 miles; on the Hudson River for about 10 miles; on the East River about 13 miles. The New York lighterage limits and pier locations are shown on Port of New York Authority District Transportation Map submitted in these proceedings by Witness Roger H. Gilman as his Exhibit A.....

Comparing the foregoing with Philadelphia the maximum lighterage distance from the Pennsylvania Railroad South Philadelphia Greenwich Yard near Delaware Ave. is roughly 7½ miles on the State of Pennsylvania side of the Delaware River and approximately 9 miles on the New Jersey side of the same river. Little use is made of water transportation in Philadelphia Harbor.

At Baltimore the maximum water transfer is roughly four miles from Pennsylvania Railroad Pier 1.

Because of the greater water distances in New York Harbor and the more extensive use thereof conditions [fol. 3591] affecting water movements, such as tidal currents, fogs, snow, ice result in more onerous operation at New York.

When the line-haul rate equals the minimum provided by tariff (presently 26½¢ per cwt.) at Philadelphia and Baltimore the railroad assumes the cost of loading and unloading export-import freight at the shore side except for open top cars placed on a pier apron track where the railroad does not assume such costs. No costs are assumed by the railroad at Philadelphia and Baltimore either on the off-shore side or the ship's side when the traffic is waterborne to ships docking at piers other than those served directly by the road haul carrier. At New York, however, the railroad assumes the costs of loading and unloading the lighter at the rail-shore side and also to and from the pier or within reach of ship's tackle at shipside.

A simple illustration of the total basic rates per ton paid by the railroad for the loading or unloading of a ton of export foreign freight by lighter would be:

	New York	Philadelphia	Baltimore
Box Car (Other than Lumber)	$ 2.2505	$ 1.84	# $ 1.20 † 1.57

For other than bulk freight.
† For bulk freight.

[fol. 3592] The rate for loading and unloading car float traffic at New York (not assumed at Philadelphia or Baltimore) runs from $2.48 to $4.86 per hour depending on the type of freight plus Insurance, Taxes, Welfare, etc. when performed by Contractor and from 49¢ to $2.12 per ton when performed by steamship lines, plus $17.00 for each car float.

At Harsimus Cove Yard, Jersey City, located on the Hudson (North) River, the Pennsylvania Railroad has four lighterage piers, two covered and two open, served by pier rails and supporting yards, the open piers equipped with gantry cranes. Additionally there are seven transfer bridges used for moving cars to and from car floats from and to land.

At Greenville Yard, located on Upper New York Bay, the Pennsylvania Railroad has an open pier with eight tracks, four cranes, and supported by a marginal bulkhead. There is also a covered pier and a grain elevator. The grain elevator has no storage capacity being used for transferring grain from cars to grain barges, of which the PRR owns 12, later to be towed at PRR expense to shipside. Five transfer bridges are located at Greenville. All of these facilities have supporting yards.

Concerned also with waterborne traffic in the New York area is Waverly Yard at Newark, N.J. at which and from [fol. 3593] and to which traffic via Port Newark is handled. Freight reaching or received from ships through Harsimus Cove and Greenville Yards must pass and at times be handled at Waverly Yard.

Meadows Yard located between the Hackensack and Passaic Rivers and about midway between Waverly and Harsimus Cove Yard is also involved in the handling of waterborne traffic since it is used as the holding point for practically all export freight later to be moved via Harsimus Cove Yard.

Freight in closed top cars except for Piers D or F, when for export via Harsimus Cove Yard, and except grain and lumber, must be set off at Meadows Yard, later to be moved to Harsimus Cove Yard as ordered to ship or for the purpose of unloading to lighterage piers to release cars or for the sorting of freight for split deliveries.

All freight in open top cars, grain in bulk, lumber, and automobiles must be dispatched to Greenville Yard as the destination, or if forwarded in train with Harsimus Cove or Meadows as the terminating Yard such cars must be set off at Waverly Yard, later to be moved by transfer crews to Greenville. Like action must be taken if closed top export freight arrives in Greenville trains, the set-off at Waverly Yard being taken to Meadows or Harsimus Cove Yards by transfer crews.

[fol. 3594] Hence the railroad yards west of New York-Jersey City area making up the road train must classify cars for the four different yards in accordance with the outline given above.

Any export traffic for ship docking at Port Newark is moved into the port area by trains with Harsimus Cove or Greenville as their terminus. Hence Port Newark freight must be set off at Waverly Yard, there classified, and moved by transfer crew to Port Newark Terminal. There a further classification is made so that the cars can be placed at the spots to which ordered. Some cars are desired on the bulkhead tracks, some are placed within covered warehouses served by stub end sunken tracks so that the car floors are even with the shed platforms. Closed top cars containing export or receiving import freight are unloaded or loaded at railroad expense.

Under tariff provisions it is possible for an export shipment to be accorded two free lighterage deliveries and three additional lighterage deliveries for which charges are made at the three ports here under consideration. Greater use is made of this privilege at New York than at either Philadelphia or Baltimore. In substantiation of that statement I show below tabulation indicating the number of cars for which the lading was handled in split delivery manner at the three ports during the six weeks period there set forth.

fol. 3595]

Split Deliveries on Export Shipments From Differential Territory (Excluding Grain):

Deliveries	Number Cars Given Split Deliveries 2	3	4	5	Total	Total Export Cars (Excluding Grain)	% Split Del'y Cars of Total Cars
New York	125	43	13	9	190	1,133	16.8
Philadelphia	—	—	—	—	—	173	—
Baltimore	5	—	—	—	5	588	.9

Note: Periods Covered in Above Statements:

November 7 - 13, 1955
January 9 - 15, 1956
March 12 - 18, 1956
May 7 - 13, 1956
July 9 - 15, 1956
September 15 - 21, 1956—Baltimore
September 20 - 27, 1956—Philadelphia
September 25 - October 1, 1956—New York

Analysis of the foregoing statement will point up the much greater expense absorbed by the Pennsylvania Railroad at New York in carrying out shipper's requests for split deliveries. By far the greatest volume of export traffic reaching New York must be lightered to shipside. This means that car lading intended for two or more separate deliveries must be unloaded from car to pier platform so that the ordered portion may be separated from the balance of the shipment and delivery effected. In other words double platform handling is involved for such shipments. As orders are received for the remainder of the shipment, in whole or in part, a rehandling from pier to lighter is required.

[fol. 3596] To the extent it is possible to do so split shipments—in fact all shipments—are loaded to lighters that also contain other traffic for the same ship or pier. This is not always possible due to a number of conditions among which may be mentioned:

(1) The time spread between orders for shipside delivery.

(2) The availability of other tonnage for delivery at shipside, at the same time and place.

(3) The kind of commodities ordered forward.

The average tons per lighter when loaded at Harsimus Cove Pier amounts to about 52 tons and when loaded at Greenville Pier about 63 tons, whereas the average capacity per lighter is 227 tons.

Descriptions of some actual handlings of export shipments moving through the Port of New York that originated in differential territory will serve to illustrate the various steps taken by the Pennsylvania Railroad to get such traffic to shipside as just described in general terms. Such a statement is attached hereto, as Exhibit ..... (FHC-1).

[fol. 3597] *Philadelphia*: Export freight moves out of and import freight arrives at Philadelphia via the Delaware River with the Schuylkill River involved near the confluence of the two rivers.

Insofar as the Pennsylvania Railroad and differential export and import business are concerned the greatest proportion of such traffic is delivered to and received from ships at South Philadelphia, at sections known as Girard Point (at and near the junction of the Schuylkill and Delaware Rivers) and at Greenwich, near the extreme southern end of the series of steamship piers jutting into the Delaware River. North from the most southerly pier (No. 124) extending for approximately 16 miles there are 168 piers, owned by the City of Philadelphia, by railroads, by steamship companies, by industries, by United States Government.

In addition to Girard Point and Greenwich territories some export freight from differential territory is also delivered to ships docking at a private pier on the Delaware River in the extreme northeastern section of Philadelphia.

All of the piers, public and railroad owned, in Philadelphia, at which ships dock that receive or discharge freight, and many of the piers serving industries, are reached by at least one railroad track, some by several tracks which may be apron and/or house tracks.

Vessels engaged in foreign, coastwise, or intercoastal trade on behalf of the public at large generally dock on the Delaware River between Port Richmond and Pier 124 Pier 124 South, a distance of approximately 7 miles, and also at Girard Point. Within these limits along the Delaware River the pier tracks are connected to railroad or city owned rails laid in city streets, which in turn are the means by which freight cars are transported from and to railroad yards. The heavier concentration of this water traffic is at the group of piers located south of Market Street, the East-West thoroughfare that divides city streets between North and South. Most of the switching service to and from the aforementioned piers is performed by the Pennsylvania Railroad on behalf of itself, for the Reading Company to the extent that carrier has access to such piers, to some extent for the B & O RR, and for the city owned Belt Line.

The Pennsylvania Railroad owned piers along the Delaware River are Nos. 13 and 41 North; 11, 13, 14, 48, 53, 55, 56, 57 South, while Pier 82 South is controlled through lease.

Road trains with freight for export via the Delaware Ave. piers from differential territory are yarded at Greenwich Yard, South Philadelphia. After classification the cars are advanced to tracks in the vicinity of the piers at which the ships for which the commodities are intended will dock. In the case of very active piers (such as #98) these tracks will be in the nature of supporting yards to those particular piers. In other instances, such as in the [fol. 3599] vicinity of Washington and Delaware Aves., where supporting tracks cannot be built adjacent to the piers because of lack of available space, the export cars are sent from Greenwich Yard to an auxiliary yard near by the designated ship docking points.

The cars are kept at the holding points until ordered to shipside, whereupon they are switched out and placed by shifting locomotives on the piers in the order desired, the removal of empty cars then on the piers and the placing of the loaded cars generally being accomplished as part of one continuous operation. Open top cars are customarily ordered to apron tracks where the lading can be removed from cars by use of the ship's cranes. In the event there

are no loaded cars for delivery at particular piers on a given day it is unnecessary to remove the empty cars at a particular time. In this way switching is conserved; may be concentrated on those piers for which loads have been ordered in; the empty cars are out of the way of productive switching; the empty cars can be handled at more convenient times, such as when switching demands are not so exacting or when shifting adjoining piers.

Because of the numerous docking facilities at Philadelphia reached by rail such operation is possible. At New York-Jersey City however, although ships also dock at numerous piers, generally they must be reached through lighters loaded at the railroad's lighterage piers which means the freight must be concentrated at a relatively [fol. 3600] smaller number of railroad piers before dispatchment to widely scattered ships. Hence the switching service at the lighterage piers must be regular, frequent, and for both empties and loads, with the cost of unloading cars and loading lighters at the shore end absorbed by the railroad.

Import traffic at Philadelphia is handled in a manner the reverse to that employed for export traffic, which is also true at New York-Jersey City, at the latter point the import traffic contributing to the accumulation of commodities at the lighterage piers which has its effect on the requirements for adequate car supply and switching services. Often at New York, however, lighters without load must be towed to shipside to receive import traffic.

In South Philadelphia on the Delaware River the Pennsylvania Railroad has over the years maintained a Transfer Bridge, renewed in 1944, for placing cars on and removing cars from car floats. Insofar as export and import traffic is concerned its use and that of the towing service connected therewith is confined largely to the movement of heavy shipments in open top cars floated alongside ships docked at piers without apron tracks. Its infrequent use may be deduced from the statement of tonnages moving through the three ports, handled by water, appearing hereinbefore. This tabulation shows but 1.3% of the year's export-import tons car floated at Philadelphia.

[fol. 3601] When export traffic from differential territory consists of grain or of commodities destined for ships docking in the Girard Point district of South Philadelphia it is set off by road train at Penrose Yard, about three miles short of Greenwich Yard, the final terminus of the train. After classification at Penrose the cars are moved by yard crews to Girard Point Yard in proximity to the Grain Elevator (Pier 3) and Piers 1 and 2. Pier 1, used for handling bulk commodities, is an open pier with two electrical gantry cranes each of 10 tons capacity. The three tracks on this pier have a capacity of 52 cars. Ores, scrap metals, iron and steel articles and fertilizer materials are moved across this pier.

Pier No. 2 is also an open pier equipped with cargo masts for handling freight to and from open top cars. There are two clay sheds on the west side at the river end. It is our understanding that the largest facilities in the United States for handling and storage of import clay are located at Pier 2. It has a supporting yard for 293 cars.

At Pier 3 is located a Grain Elevator of concrete and steel construction with a total capacity of 2,225,000 bushels. There are six tracks, 12 pits and 24 power shovels on the pier with seven approach tracks. Twelve spouts on the east side and 5 spouts on the west side are available for loading grain to ships docked alongside Pier 3, while on [fol. 3602] the east side is a pneumatic unloading device for unloading grain from vessels. Bagging machines, cleaners, driers and other specialized machinery are available.

Girard Point Yard as a whole has room for 1,707 cars, so that the pier tracks have ample supporting trackage beyond their own capacity.

In the North Philadelphia section is located a Public Terminal served by the Pennsylvania Railroad situated on the Delaware River which, along with other structures in the same neighborhood, is designated as Pier 225. The terminal comprises an area of 162 acres with an open pier 900 feet long on the north side, 475 feet on the south side, with 3 cranes of 75 tons capacity. The terminal is under private operation and is equipped with diesel locomotives, caterpillar and truck cranes, and a 165 ton floating derrick. Another pier is under construction. It will be 1,200 feet

long, will parallel the Delaware River; have 3 gantry cranes, three apron tracks on both the shore and river sides. A building for housing general cargo will be constructed with 300,000 sq. ft. equipped with conveyor system for handling general cargo.

Import freight by rail through this facility is infrequent. [fol. 3603] I have prepared and attach a statement marked Exhibit ..... (FHC-2) which gives for the Port of Philadelphia short pertinent pier descriptions, together with a map showing those particular pier facilities used in connection with export-import shipments by rail.

Baltimore: The piers and other structures necessary for transferring export (and import) traffic from (and to) cars to (and from) vessels are located in an area known as Canton Yard situated on the Patapsco River, with the exception of the float bridge which is at Boston St. in the vicinity of Highlantown Yard, the latter about one mile west of Canton Yard.

Baltimore Harbor piers are to a large extent owned by railroads and steamship companies. There is a more or less definite pattern in effect as to the locations at which regularly established water lines dock their vessels. The effect of this is to permit direct car to vessel and vessel to car transfer of freight when the ship ties up at the railroad pier of the carrier handling the traffic. But lightering of the freight is necessary when the ship docks at piers of other railroads. But, as previously pointed out, the lightering carrier does not assume the cost of unloading or loading the lighter at other than the piers served directly by it. [fol. 3604] At Canton the Pennsylvania Railroad has provided eight piers, one (No. 7) being out of service at the present time. Included among the eight is a coal pier and a grain elevator.

The Grain Elevator at Baltimore is a substantial building capable of holding 4,250,000 bushels of grain. It is equipped with driers, coolers, separators, vacuum dust collectors, washers and other facilities. Three vessels can be docked at the same time. There are four tracks holding 14 cars each on the pier, every track equipped with a car dumper to which loaded cars are advanced and empty cars

removed by a "barney". The grain is conveyed from the dumper pits by belts to various storage bins in the elevator or directly to ship. There are seven stationary spouts on the east gallery and six self-propelled gantry supporting spouts which can be moved along the dock to suit the hatches of the vessels berthed on the west side.

All of the PRR piers at Canton, Baltimore, have supporting yards where the cars are held pending orders for their disposition.

[fol. 3605]

VERIFICATION

COMMONWEALTH OF PENNSYLVANIA,
COUNTY OF PHILADELPHIA, SS.:

F. H. Clark, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

Signed: F. H. CLARK

Subscribed in my presence and sworn to before me by the affiant above named, this 17th day of October, 1957.

W. Stewart Blackburn
Notary Public

My Commission expires July 15, 1958.

Seal

[fol. 3606]

(See opposite) ☞

I & S Docket 6615
Exhibit No. (PHC-1)
Witness P.H.Clark

Illustrations Of Some Of The Services Accorded By The Pennsylvania Railroad To Export Traffic Originating In Differential Territory When Moving Through The Port of New York

Commodity	Arr. Jersey City Date	Destination	Car Set Off At	Classified to Track	At	Transfer Movement From	To	Unloaded at Ltg. Pier	Reloaded to Ltr. No.	Weight of Lading Tons	Total Tons on Lighter	Capacity of Lighter Tons	% Lighter Capacity	Destinations
Drums	9/25/56	Harsimus Cove	Harsimus Cove	Hold	Harsimus Cove			L	Truck from Pier L to: 7.34		-	-	-	SS 30th St. Bklyn
Tinplate	9/25/56	Harsimus Cove	Meadows	Hold	Meadows	Meadows	Harsimus Cove	L	391	57.70	110.74	250	44.40	Pier 60 No. River
Stoves	9/25/56	Harsimus Cove	Meadows	Hold	Meadows	Meadows	Harsimus Cove	L	391	9.50	9.50	250	3.80	Pier 3 Bush Term'l
Cases of Oil	9/27/56	Harsimus Cove	Waverly Meadows	Hold	Meadows	Waverly Meadows	Meadows Harsimus Cove	K	426	23.05	68.20	475	14.35	Pier 6 Bush Term'l
Bottles	9/28/56	Harsimus Cove	Meadows	Hold	Meadows	Meadows	Harsimus Cove	L	Truck	1.79				Pier 61 No. River
						Meadows	Harsimus Cove	L	494	9.36	9.36	400	2.34	Pier 14 No. River
						Meadows	Harsimus Cove	L	426	4.74	14.74	475	3.10	Pier 6 Bush Term'l
Transformers	9/27/56	Greenville	Greenville					Open Pier	Margaret	25.35	78.29	500	15.65	17th St. Brooklyn S S Alpafca
Steel Plates	9/25/56	Greenville	Greenville	Hold	Greenville			Open Pier	190	53.86	53.86	250	21.54	Pier 2 No. River
Sheet Iron and Steel	9/28/56	Greenville	Greenville	Hold	Greenville			Open Pier	251	30.30	30.30	250	12.12	Pier 14 No. River

3606

10-14-1957.

[fol. 3607]

I.C.C. EXHIBIT No. 55

This statement is verified. Unless written request for cross-examination is received by affiant or his attorney not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

I&S DOCKET NO. 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

VERIFIED STATEMENT OF A. J. KNEESSY

My name is A. J. Kneessy and I reside at Louisville, Ky. I am Traffic Manager of Brown & Williamson Tobacco Corporation with offices at 1600 West Hill Street, Louisville, Ky. I have been engaged in traffic and transportation matters for roughly 39 years and I have held the position of Traffic Manager of Brown & Williamson Tobacco Corporation since 1929. I am in charge of the Traffic Department of Brown & Williamson Tobacco Corporation and direct over-all policies pertaining to the functioning of this department.

Brown & Williamson Tobacco Corporation has its principal office in Louisville, Ky., and manufacturing facilities at Louisville, Ky., Petersburg, Va., Winston-Salem, N. C., and, in addition, a leaf tobacco processing plant at Lexington, Ky. We manufacture a number of well-known [fol. 3608] brands of tobacco products, including Viceroy cigarettes, Kool cigarettes, Raleigh cigarettes and Sir Walter Raleigh smoking tobacco. We also manufacture various brands of plug tobacco and snuff. We ship substantial quantities of cigarettes and manufactured tobacco for export to countries throughout the world and impor-

leaf tobacco and other materials used in the manufacture of our products. As an importer and exporter, we have a real and substantial interest in the issues involved in this case and I am submitting this verified statement in order that the Commission may be apprised of our interest and views. In the purchase of transportation requirements, there are two considerations which control: (1) costs of transportation and (2) service requirements. Both of these factors are important, but on certain types of movements service is the dominant factor, while on other types of movements cost is controlling.

In our import and export business, we make use of several ports, including New York, Hampton Roads and New Orleans. I am, therefore, thoroughly familiar with the advantages and disadvantages of using these various ports, both from the standpoint of service and from the standpoint of cost to the shipper.

From the standpoint of service, there is no question but that the Port of New York far overshadows the other ports which we use. Therefore, whenever in the movement of import and export traffic service is the dominant consideration, we almost invariably move our tonnage via [fol. 3609] the Port of New York despite higher inland freight costs and are quite content to do so because of service considerations. When we require the fast service which the Port of New York affords, we are willing to pay higher transportation bills to get it.

Although steamship service to and from Hampton Roads has improved in recent years, both as to available destinations and frequency, New York still offers considerably more frequent sailings to more destinations than are available from Hampton Roads. Moreover, it has been my experience that, generally speaking, vessels which load at Hampton Roads go on to New York to top off their cargo before departing for their foreign destinations and that, accordingly, shipments routed via New York will take less time to their foreign destinations than shipments routed via Hampton Roads. Additionally, New York has almost daily sailings of passenger-freight vessels to European destinations, while these lines very seldom call at Hampton Roads.

Where calls are made both at Hampton Roads and New York, quite often the vessel is scheduled to sail from New York some three, four or five days, or more, after it has sailed from Hampton Roads. It is this difference of time, as well as the greater frequency of sailings from the Port of New York, which compels us time after time to clear a particular lot of merchandise from New York even though to the actual port of destination we do have a sailing available in the immediate future from Hampton Roads and [fol. 3610] could save a considerable amount of money in transportation costs if our merchandise were cleared from Hampton Roads rather than from New York.

For example, we have a rather substantial movement of cigarettes from our Petersburg, Va., factory to Columbia, South America. The steamship service from New York to Columbia is far superior both as to frequency and as to time in transit to sailings from Hampton Roads. In fact, sailings from Hampton Roads to Columbia are most irregular. Moreover, even if service were available and we were to schedule shipments of cigarettes destined to Columbia via Hampton Roads, in most instances the ships which we would use would proceed on from Hampton Roads to New York before sailing to Columbia. Generally speaking, they sail from New York several days later than the time they sailed from Hampton Roads. As I will point out, this difference of time is very important. For example, according to the July 15, 1957, issue of "The New York Journal of Commerce," the Grace Line had the S.S. Santa Olivia scheduled to sail from Norfolk on July 27 and from New York on July 31 for west coast of South America ports. At the same time, the Grace Line had the S.S. Santa Margarita scheduled to sail from New York on July 26. Any cigarettes we might have planned to clear in the S.S. Santa Olivia would have been ready in time for us to forward them to New York by motor vehicle in time to be cleared in the S.S. Santa Margarita for sailing on July 26 and, from the standpoint of service, our decision, despite [fol. 3611] the much higher freight charges, would have been to effect clearance of cigarettes in the S.S. Santa Margarita on July 26.

I would now like to explain why service is such an important factor in the export shipment of cigarettes and manufactured tobacco. Much of this export traffic is shipped to customers who first must have available sufficient currency, or the equivalent in United States dollars, to pay for their cigarettes as soon as they are dispatched from a United States port. Since cigarettes are a relatively expensive commodity, the average customer cannot afford to have his money tied up in a particular purchase of cigarettes any longer than is absolutely necessary. This automatically generates the need for us to get our products to the foreign destination as soon as possible—which means that we are compelled to use the Port of New York.

In addition, service is important to a foreign customer because he often cannot obtain import licenses or exchange promptly with the result that by the time he does his stock of cigarettes is low or even exhausted. Obviously, every day counts from his standpoint when it comes to correcting this situation. For that matter, it matters to us, too, because the quicker we get our products to a foreign destination, the quicker they will be sold and the sooner the foreign customer will have increased his liquid assets to the point where he can order additional cigarettes from us and apply, where necessary, for an import permit or exchange.

[fol. 3612] I might say here that it is not unusual for us to receive a telephone order on a Monday for a specified quantity of cigarettes which our customer has stipulated must be delivered to a specific steamer pier in the New York area on Wednesday or Thursday of the same week for clearance in a vessel the customer has specified. I think it can be said without fear of contradiction that we never are requested by customers to situate on short notice cigarettes at Hampton Roads for clearance in a particular vessel. Our experience is that our foreign customers are just as aware as we are of the superior steamship service available at the Port of New York and because clearance of merchandise in vessels from the Port of New York has no adverse effect on the ocean freight charges paid by or for the account of the customer, the customer generally demands the best service.

To be sure, some of our export traffic does move via Hampton Roads. It, however, represents just a small part of our over-all export traffic, and in our efforts to effect some economies in domestic freight charges by moving export traffic via Hampton Roads, we always must first make certain with our Export Sales Department that the greater transit time on traffic cleared from Hampton Roads will not be objectionable to the foreign consignee, or result in the depletion of the stocks of our products in the country to which our products are destined.

[fol. 3613] As I have pointed out, most of our export traffic is routed through New York. At the present time, practically all of this traffic originates at our Petersburg, Va., factory. This factory is about 80 miles from Hampton Roads and about 370 miles from New York. The base carload rate on cigarettes from Petersburg to Norfolk is 37 cents per cwt., as compared with a base carload rate of 95 cents per cwt. to New York and the truckload rate to New York is $1.02 per cwt. Despite these differences in rates, this traffic, as I have said, moves, for the most part, to New York and, even though the rail rate is somewhat lower than the motor carrier rate, it has been several years since we have moved any export traffic to New York via rail. In practically all instances, we use motor carriers for this movement because of fast service which they are in a position to offer.

In order to show how our export traffic from our Petersburg, Va., manufacturing plant divides between the several ports, I have prepared an exhibit which I wish to introduce as Exhibit —— (AJK-1). This exhibit shows shipments of cigarettes and manufactured tobacco products exported via the ports of New York, Hampton Roads, San Francisco, Miami, New Orleans, Baltimore and St. Petersburg, Fla., during the month of August, 1957. This is a representative month for export shipments and it will be noted that the total export tonnage for that month was better than 800 tons. Thus, on a yearly basis we will export between 9,500 and 10,000 tons of cigarettes and manufactured tobacco.

[fol. 3614] It will be noted from this exhibit that the large majority of the shipments moved via the Port of New York. On the basis of total tonnage, that port enjoyed 60.236% of our export business. Hampton Roads, on the other hand, had only 22.801% of the export business, despite the fact that it is located some 290 miles closer to our factory and despite the fact that the base rail rate differential, Norfolk under New York, is some 58 cents per cwt. In fact, eliminating those shipments which moved from the out ports of San Francisco, Miami, New Orleans and St. Petersburg, New York was able to attract some 72.54% of the remaining tonnage.

I might say that our Louisville, Ky., manufacturing plant, which is located in the so-called differential territory, does not presently ship cigarettes and manufactured tobacco for export in any substantial quantity. However, this situation, of course, is subject to change if conditions should require. In that case, obviously, the same service considerations would dictate our using the Port of New York for export traffic even though Hampton Roads has a decided rate advantage on the traffic. As I will point out, however, we do have a substantial import movement to Louisville.

So far, I have talked about the factor of service and its importance to us. As I have said, on cigarettes and manufactured tobacco for export, service is all important. On some of our other traffic, however, service is not as im- [fol. 3615] portant to us as cost. By cost I mean, of course, the over-all cost to us of transportation.

Our import traffic generally is in the form of leaf tobacco and various materials, such as cigarette paper, cigarette tipping material and cigarette cardboard boxes. On such traffic the cost factor usually takes precedence over the service factor. I say usually because, on occasion, as in the case of new machinery or when our stockpile of a particular item has become low, the service factor then becomes dominant and we require that the urgently needed material be shipped via the Port of New York in a combination freight and passenger steamer which we are reasonably certain will reach the Port of New York on schedule.

However, where, as at present, our inland transportation costs are more favorable via ports other than New York and

service is not controlling, we naturally move our tonnage via the ports which offer us the over-all lowest cost. As a result, we naturally move the majority of our leaf tobacco and other imports destined to our plants at Petersburg and Louisville via the ports of Hampton Roads and New Orleans.

In order to show which ports we use for our import tonnage to our Petersburg, Va., and Louisville, Ky., manufacturing plants, I have prepared an exhibit which I wish to introduce as Exhibit —— (AJK-2). This exhibit shows the commodity, gross weight, country of origin, port of [fol. 3616] entry, vessel and arrival time of each import shipment which we received during the year 1956. In almost every instance, the shipment moved from port of entry to Petersburg or Louisville by rail.

This exhibit shows that to Petersburg in 1956 we moved a total of slightly over 2,400 tons of import traffic. All of this tonnage moved via Hampton Roads except one shipment of 32,985 lbs. which moved via Baltimore and one shipment of 2,932 lbs. which moved via New York.

This exhibit also shows that in 1956 we imported slightly over 1,877 tons of various commodities destined to our Louisville, Ky., manufacturing plant. Of this total, about 107 tons moved via New York, 486 tons via New Orleans and 1283 tons via Hampton Roads. The great bulk of this import tonnage is made up of leaf tobacco which moves in large shipments.

As I understand this case, the Port of New York is seeking to equalize its import and export rates to a large portion of the Midwest with the rates to and from Baltimore and Hampton Roads. This would mean that to Louisville, for instance, our rates for the movement of cigarette tipping material from New York would be exactly the same as it would be from Hampton Roads. If this were to occur, our costs via all the ports would become the same. Since, however, service via New York is superior to service via the other ports, the probabilities are that we would then move via New York a substantial portion of the traffic which currently moves via these other ports. What I have just [fol. 3617] said applies, of course, not only to traffic presently moving but to potential traffic which might move in

the future. Obviously, if one is in the market for a new car and can purchase a Ford or a Lincoln for the same price, one is going to purchase a Lincoln. So it is with the purchase of transportation, particularly when a faster overall transit time might enable one to reduce the amount of capital available in inventory. If New York and other North Atlantic ports are equalized, it will cost us no more to get the best. There will be a strong tendency for us to shift our traffic to New York. In other words, the only real advantage which Hampton Roads offers us as a shipper is lower costs. If this cost advantage is removed, there will be no real incentive for us to use Hampton Roads on traffic moving to and from our plant at Louisville, Ky.

It seems clear to me, therefore, that if the rail rates from the Midwest to and from all North Atlantic ports were the same on import and export traffic, the ultimate result would be a diversion of our traffic from Hampton Roads to the Port of New York.

It has been said that trade follows the flag. I think it also can be said that steamers follow the trade, and that unwarranted diversion of traffic from the Port of Hampton Roads to the Port of New York could bring about a gradual, if not immediate, decrease in the number of vessels sailing from Hampton Roads, and, therefore, from the standpoint of the service consideration, compel many receivers and shippers of import and export traffic in the area which can be served [fol. 3618] more logically via Hampton Roads to move their traffic via the Port of New York at rather severe increases in transportation costs.

To me, this would be adverse to the best interests of our economy as a whole, which, in my opinion, transcends in importance the well-being or status of a particular port area. What I mean is that if the cost to the railroads is, say, $2.00 per cwt. from a point in differential territory to shipside at New York and, say, $1.00 per cwt. for the same traffic to shipside at Hampton Roads, the interests of our economy as a whole are, I believe, better served if the lower cost port is utilized. And I believe that the rates to the lower cost port should be lower than the rates via the higher cost port.

My reference to unwarranted diversion of traffic from the ports of Baltimore and Hampton Roads to the Port of New York is prompted by the thought that while competition among industrial firms, modes of transportation, or ports is a healthy condition, that is only true when such competition is based on capabilities and not on artificial or arbitrary concepts, or government fiat.

The Brown & Williamson Tobacco Corporation is engaged in a rather highly competitive field. Its brands of cigarettes do not have a vested or arbitrary right to a particular share of the available business. The health of its business is dependent, and must continue to be dependent, on the quality of its products and the merchandising capabilities of its management.

[fol. 3619] Certainly, if we, and all other tobacco companies, were assured of a specified share of the market, there would be generated little desire or need to strive continuously to improve our product, or give the consumer more for his money.

It has been my position for many years that neither the railroads nor the motor carriers have a vested right to a particular segment of the available traffic. It is my contention that both modes of transportation must be required to compete for traffic in the open market, based on their capabilities, and that any inclination on the part of regulatory bodies not to allow this type of competition to prevail not only makes a farce out of competition but unduly burdens the entire economy with a higher transportation bill than is warranted. If one mode of transportation has lower costs than another, this inherent advantage should be reflected in the rates which it publishes.

To me, the same considerations must govern or control competition among ports. I, for one, do not feel that New York should be made to labor under a rate differential solely because steamship service to and from that port is superior to that available at any other port; nor do I subscribe to the philosophy that when any political or civic group decides that a particular inlet, bay, or what have you, should be developed into a port of the first magnitude, that such desires or programs should be progressed by the establishment of arbitrary advantages or disadvantages.

[fol. 3620] To me, the principal question involved in I&S 6615 is whether from the standpoint of railroad cost to perform the required services on import and export traffic, rates to and from Baltimore and Hampton Roads should or should not be lower than they are to and from New York. If railroad costs to handle import and export traffic to and from Hampton Roads are lower than they are to and from New York, then I see no reason why the Port of Hampton Roads should not be allowed to enjoy the full impact of the benefit of that fact, the same as the Port of New York is allowed to enjoy the full benefit of the fact that it offers steamship services far superior to those available at any other port.

Competition is not competition when an individual firm, mode of transportation, or port area is not allowed to bring his or its talents or capabilities into full play.

The Commission's last decision in Ex Parte 206 puts all points on and south of the main line of the Norfolk and Western from Cincinnati to Kenova, W. Va., and on and south of the main line of the C&O from Kenova, W. Va., to Old Point Comfort, Va., in Southern territory.

This means that on domestic traffic to and from at least most of the area involved in I&S Docket 6615, the rates to Hampton Roads were increased only 9%; whereas, on traffic to and from New York the rates were increased 14%.

To me, this indicates that the carriers serving Virginia, including Hampton Roads, were found to be in need of less increased revenue than carriers serving other North At-
[fol. 3621] lantic ports. Whether this is because the Hampton Roads carriers operate more efficiently, enjoy more favorable operating conditions, or both, to me is not important. The vital fact is that the Commission authorized a lower increase.

Now, if the Commission was on sound ground, and I think it was—as far as domestic traffic is concerned—it must follow that the Hampton Roads carriers are in a position to handle import and export traffic at a lower cost than can carriers at other North Atlantic ports, and I must hold to the belief that the economy as a whole must be allowed to receive the benefit of this fact.

In sum, we are in favor of continuance of the present differentials and feel that the proposed equalization would not be in our interest as an importer and exporter or in the interests of the economy as a whole.

[fol. 3622]

VERIFICATION

STATE OF VIRGINIA)
) to-wit:
CITY OF ROANOKE)

A. J. KNEESSY, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

/s/ A. J. KNEESSY
A. J. Kneessy

Subscribed and sworn to before me this 3d day of October, 1957.

/s/ J. A. BRUMBAUGH
J. A. Brumbaugh,
Notary Public.

My commission expires the 23d day of February, 1959.

[SEAL]

[fol. 3623]

I.C.C. Exhibit No. 56

Before the

Interstate Commerce Commission

Investigation and Suspension Docket No. 6615

Equalization of Rates at North Atlantic Ports

Testimony of C. Nelson Bean, Manager Research & Promotion Bureau, Delaware River Port Authority

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This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Warren Price, Jr., Investment Bldg., Washington 5, D.C.) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

[fol. 3624]

Before the

INTERSTATE COMMERCE COMMISSION

Investigation and Suspension Docket No. 6615
Equalization of Rates at North Atlantic Ports

Fourth Section Application No. 32204
Import and Export Rates from and to North Atlantic Ports

TESTIMONY OF C. NELSON BEAN, MANAGER RESEARCH & PROMOTION BUREAU, DELAWARE RIVER PORT AUTHORITY

Q. Will you state your full name, your position and past experience?

A. My name is C. Nelson Bean. I am employed by the Delaware River Port Authority in the Port Development Department as Manager, Research and Promotion Bureau.

From April, 1953, through May, 1957, I held the position of Economist in the Port Development Department of the Delaware River Port Authority. In that capacity, a considerable portion of my duties included the analysis of the foreign trade of the Delaware River Port and its relative standing among the various U. S. ports. In my present position with the Authority, I am responsible for the supervision of the work of the Department's Economist and the Statistician.

Previous to employment with the Authority, I was engaged for five years as an Assistant Professor at Rider College in Trenton, New Jersey, teaching courses in accounting, statistics, and mathematics.

Q. Were you requested to prepare certain information for this proceeding?

[fol. 3625] A. Yes. Mr. Kraemer, Traffic Manager of the Delaware River Port Authority, asked me to prepare annual import tonnage statistics for selected North Atlantic Ports by commodity for the years 1930, 1935, 1939, and 1946 through 1955. This exhibit, together with a similar exhibit covering exports prepared by the

Virginia State Ports Authority, was used as the basis of summary exhibit (VD-1).

Q. Will you describe your import statistics?

A. I would like to introduce at this time my exhibit (D-1 appearing on page 1) entitled "Import tonnages for selected years for the North Atlantic ports of Portland, Me., Boston, Mass., Albany, N. Y., New York, N. Y., Delaware River, Trenton, N. J., to the sea, Baltimore, Md., Hampton Roads, Va., Norfolk, Va., Newport News, Va., and the United States as a whole."

Statistics contained in this exhibit were taken from "Waterborne Commerce of the United States" published by the U. S. Army, Corps of Engineers and cover the years 1930, 1935, 1939, and 1946 through 1955. Table I includes the years 1949 through 1955 for each selected port and is found on pages 2 through 55. Table II includes statistics for the years 1930, 1935, 1939, and 1946 through 1948 for each selected port and is found on pages 56 through 82. Table III on pages 83 and 84 gives import tonnage statistics for the United States as a whole.

In Table I, tonnage statistics are itemized by detailed commodity listing in conformity with coding system used by Corps of Engineers in their report on 1955 tonnages. For each port, imports excluding petroleum and ores are shown first with a separate total, followed by imports of petroleum and ores, followed by summary figures showing total imports.

[fol. 3626] In Table II, tonnage statistics are given in the greatest amount of detail which appeared possible consistent with comparability of figures. Due to variations in commodity descriptions, especially prevalent in years up to and including 1946, it was necessary to group commodities to some extent. As in Table I, for each port, imports excluding petroleum and ores are shown first with a separate total, followed by imports of petroleum and ores, followed by summary figures showing total imports.

Table III gives total import tonnage for each selected year for the United States, followed by a detailed ton-

age breakdown for petroleum and ores, resulting in a net tonnage after exclusion of petroleum and ores.

Q. Has a summary of these export and import statistics been prepared?

A. Yes, and at this time I would like to refer to exhibit (VD-1) —— consisting of seven pages of summary tables which was introduced by Mr. Campbell. Tables I, II, and III, found on pages 2, 3, and 4, provide a recapitulation of exhibit D-1 prepared by the Delaware River Port Authority and of exhibit V-1 prepared by the Virginia State Ports Authority. Table I for exports, Table II for imports, and Table III for the combined export and import tonnage, show for each selected port, and for the United States, and North Atlantic Ports as a whole, total tonnage less exclusions and the net remaining tonnage. Tables IV, V, and VI found on pages 5, 6, and 7 show the per cent of North Atlantic total and of the U. S. total of exports less exclusions (Table IV), imports less exclusions (Table V), and combined exports and imports less exclusions (Table VI) for each port for each year covered in exhibits D-1 and V-1.

[fol. 3627] Q. Mr. Bean, have you prepared any charts which show the trends in tonnage over the years?

A. Yes, and I would like to introduce at this time my exhibit —— which shows by means of twelve charts the trends in tonnage for the North Atlantic ports from 1946 through 1955. These charts depict in summary form the results obtained from the analysis of exhibits D-1 and V-1 and were drawn directly from reference to statistics contained in exhibit VD-1.

Chart on page 2, entitled, "Imports including Petroleum and Ores, North Atlantic Ports", based on total import statistics contained in Table II of exhibit VD-1, shows that the total import tonnage of the North Atlantic Ports has experienced a very rapid and steady rate of growth since World War II.

Chart on page 3, entitled, "Imports including Petroleum and Ores, Major North Atlantic Ports", based on the same statistics as Chart 1, depicts the growth in tonnage of each North Atlantic port. It is evident that

the trend of total import tonnage for each of the major North Atlantic ports has been upward since 1946, with Philadelphia (or the Delaware River Ports) making the most rapid gain.

Chart on page 4, entitled, "Imports including Petroleum and Ores, Percentage Distribution of North Atlantic Ports", shows the effect of the differing rates of growth in total import tonnage for the various North Atlantic ports upon their share of the North Atlantic total. In general, Philadelphia has increased its share of the total import tonnage of the North Atlantic ports while New York's share has been decreased.

[fol. 3628]. Charts on pages 5, 6 and 7, tell quite a different story. Here we have three charts drawn in the same manner, but showing net imports after the exclusion of petroleum and ores, commodities which have had the greatest impact on import tonnage statistics since World War II.

Chart on page 5, entitled, "Imports less Petroleum and Ores, North Atlantic Ports", shows that, after exclusion of the largest of the bulk cargoes, there is no definite upward trend to import figures. In fact, with the exception of 1946, total tonnage has varied between 13 and 18 million tons with 1955 showing between 15 and 16 million.

Chart on page 6, entitled, "Imports less Petroleum and Ores, Major North Atlantic Ports", shows the variance in import tonnage for each North Atlantic port after exclusion of petroleum and ores. It will be easily seen that it is New York which handles the greatest portion of this cargo, and that all ports, except Portland, have shown some growth between 1946 and 1955. New York's gain in absolute tonnage since 1946 has been almost equal to the total tonnage handled by Philadelphia, its nearest competitor, in 1955.

Chart on page 7, entitled, "Imports less Petroleum and Ores, Percentage Distribution of North Atlantic Ports", is based on the statistics contained in Table V of exhibit VD-1. I believe the only acceptable conclusion which can be reached from a study of this chart is that, with the exception of 1947, the percentage dis-

tribution of import tonnage less petroleum and ores between individual North Atlantic ports has not significantly varied during the period since World War II.

Charts on pages 8-13 depict the history of export tonnages in the same manner as Charts on pages 2-7 cover the story on import tonnages.

[fol. 3629] Chart on page 8, entitled, "Exports including Coal and Grain, North Atlantic Ports", based on total export statistics contained in Table I of exhibit VD-1, shows that the total export tonnage of the North Atlantic Ports has been very erratic since World War II.

Chart on page 9, entitled, "Exports including Coal and Grain, Major North Atlantic Ports", depicts the variance in total export tonnage for each of the major North Atlantic ports during the period from 1946 through 1955. It will be easily seen that, although its tonnage has varied greatly, Hampton Roads is the leading export port. It would appear that, if acceptable trend lines could be drawn, New York's Baltimore's and Philadelphia's would extend in the same direction.

Chart on page 10, entitled, "Exports including Coal and Grain, Percentage Distribution of North Atlantic Ports", shows the effect of the variances in total tonnages for each individual port on their share of the North Atlantic total. Over the period covered, it is evident that Hampton Roads has increased its relative share at the expense of New York, Philadelphia, and Baltimore.

Charts on pages 11-13 depict the situation after the elimination of the bulk cargoes, coal and grain, which have accounted for the erratic behavior of individual port tonnages and shares of the total.

Chart on page 11, entitled, "Exports less Coal and Grain, North Atlantic Ports", shows that after the exclusion of bulk cargoes, exports of the North Atlantic ports as a whole have not varied so greatly; and, if a trend line is possible of deduction, it would be downward.

Chart on page 12, entitled, "Exports less Coal and Grain, Major North Atlantic Ports", shows the variance in export tonnage for each of the North Atlantic [fol. 3630] ports after exclusion of coal and grain. New York, as with import tonnage after exclusions, handles more than all other North Atlantic ports combined.

Chart on page 13, entitled, "Exports less Coal and Grain, Percentage Distribution of North Atlantic Ports", is based on statistics contained in Table IV of exhibit VD-1. I believe the only acceptable conclusion which can be reached from a study of this chart is that the percentage distribution of export tonnage less coal and grain between individual North Atlantic ports has not significantly varied during the period since World War II.

In summary, it would appear from these exhibits and the study which has been done on the statistics contained therein, that

(1) bulk cargoes such as petroleum, ores, coal, and grain have not only had the greatest effect on North Atlantic port tonnages, but have been the primary reason for any shifts which have taken place in relative standings of individual ports on total foreign tonnage.

(2) after the exclusion of petroleum and ores from the import tonnage statistics and the exclusion of coal and grain from the export tonnage statistics, no significant change has taken place in the percentage distribution of total North Atlantic tonnage among the major North Atlantic ports since World War II.

Q. Have you made a study of the statistical material introduced by Mr. Gilbert of the Port of New York Authority?

A. Yes, I have.

Q. Will you kindly explain the differences between your exhibit and his?

A. Differences between the two exhibits can be summarized as follows:

[fol. 3631] 1. In developing trend lines for the foreign tonnage of the various North Atlantic ports, Mr. Gilbert has used total tonnage figures which include the

bulk cargoes, petroleum, ores, coal, and grain; while my exhibits have depicted the situation both before and after the elimination of such bulks. There is no question but what Philadelphia, Baltimore, and Hampton Roads have had a greater share in the movement of these bulk cargoes than have New York and Boston. It is further true that increases in these bulk cargoes have accounted for the major portion of the increase in foreign tonnage for the United States and for the North Atlantic Ports as a whole. However, as stated above in my summary, after exclusion of these bulk cargoes, there has been no significant change in the percentage distribution of the foreign tonnage of the North Atlantic Ports among the individual ports since World War II.

2. Mr. Gilbert's percentage comparisons have been consistently based on "per cent of U. S. total" while my exhibits have been based on "per cent of North Atlantic Ports". It is undoubtedly true that shifts in industrial development among large regional areas within the United States have caused and probably will continue to cause a more rapid rate of growth for ports in other coastal areas in this country. I understand that this case is concerned with freight rates to the various North Atlantic Ports only. I therefore feel that comparisons made on the basis of "per cent of North Atlantic Ports" to be more specifically connected with the issue at hand.

3. Although Mr. Gilbert furnishes statistics on general cargo for the port of New York and on its percent- [fol. 3632] age of the United States total, showing that for a certain span of years New York's per cent of that total has decreased, no similar comparison is made for the general cargo of other North Atlantic Ports. Rather the comparison is made between New York and the South Atlantic Ports and the Gulf Ports. My exhibits have been concerned with the tonnage of the major North Atlantic Ports and their relative shares in the North Atlantic Ports' total.

[fol. 3633]

VERIFICATION

City of Camden
State of New Jersey ss.
County of Camden

C. Nelson Bean, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

Signed: C. Nelson Bean

Subscribed in my presence and
sworn before me by the affiant
above named on this
10th day of October, 1957

/s/ Horace J. Stradley
Notary Public of New Jersey

My Commission Expires July 29, 1962

Seal

[fol. 3634]

(See opposite) ☞

EXHIBIT _____
I & S DOCKET 6615
WITNESS C. N. BEAN
Page 1 of 13 Pages

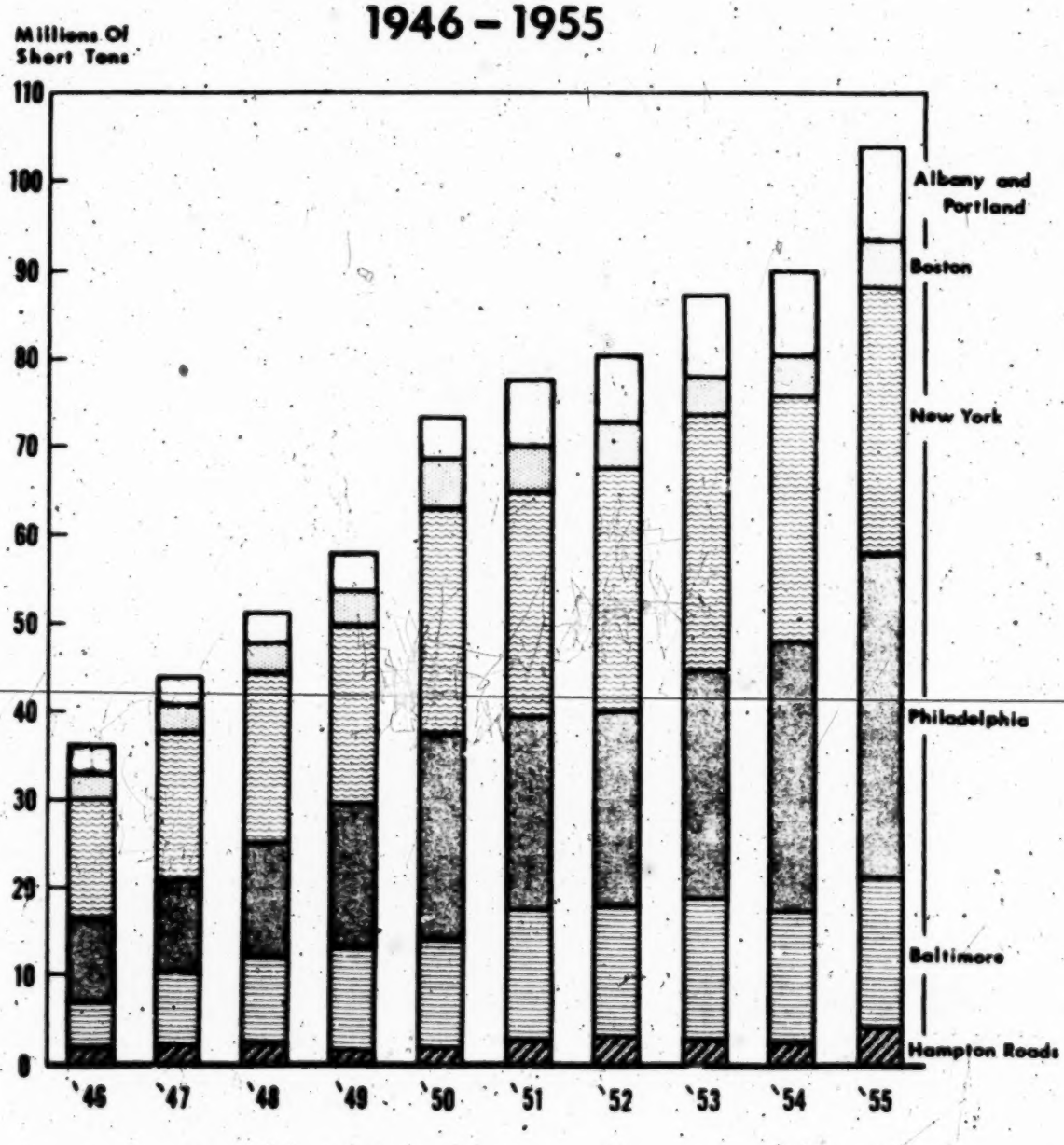
EXHIBIT SHOWING BY MEANS OF CHARTS AND GRAPHS THE STATISTICAL MATERIAL APPEARING IN EXHIBITS ____ ____ AND ____

3134

IMPORTS INCLUDING PETROLEUM AND ORES

North Atlantic Ports

1946 – 1955



SOURCE: Annual Reports, Corps of Engineers, U. S. Army

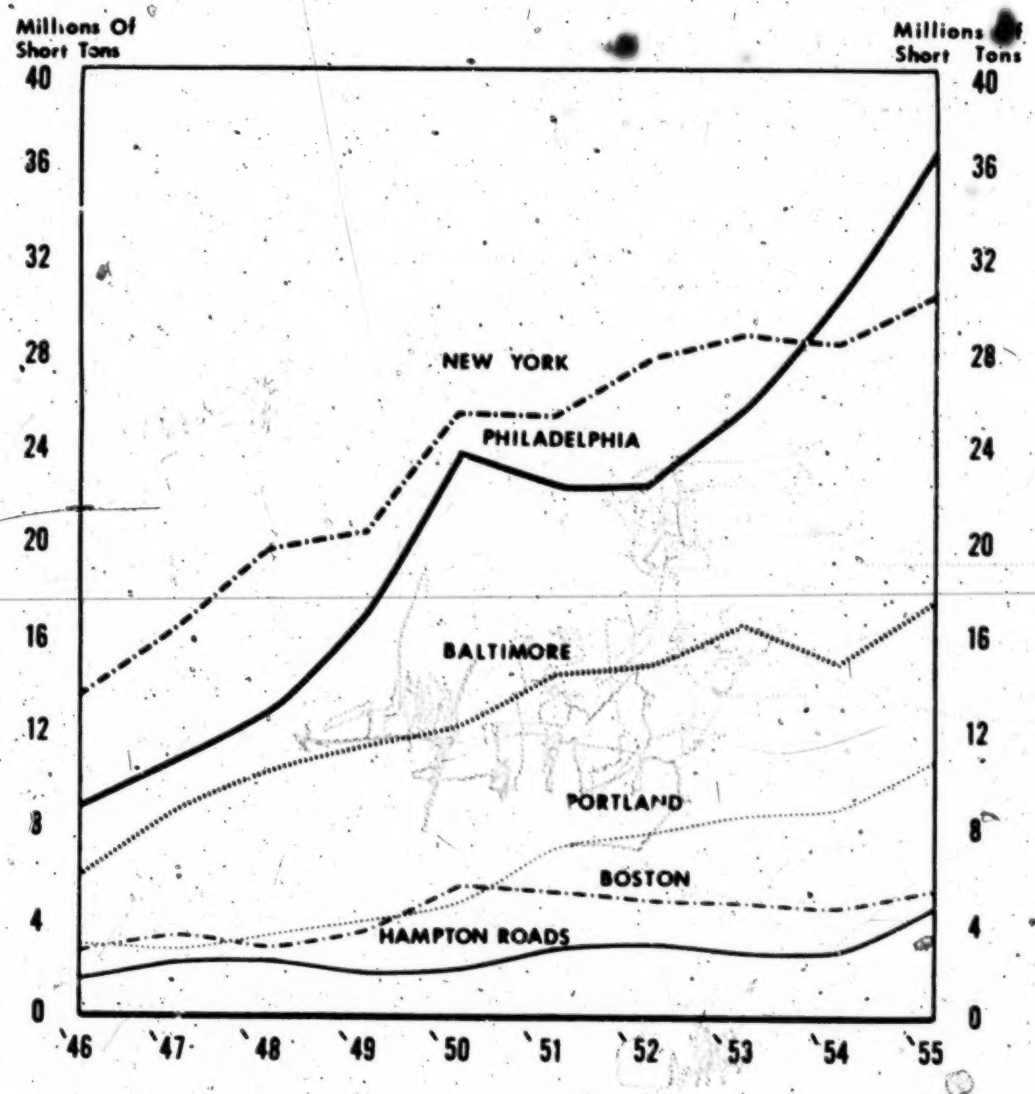
[fol. 3635]

3635

IMPORTS INCLUDING PETROLEUM AND ORES

Major North Atlantic Ports

1946 - 1955



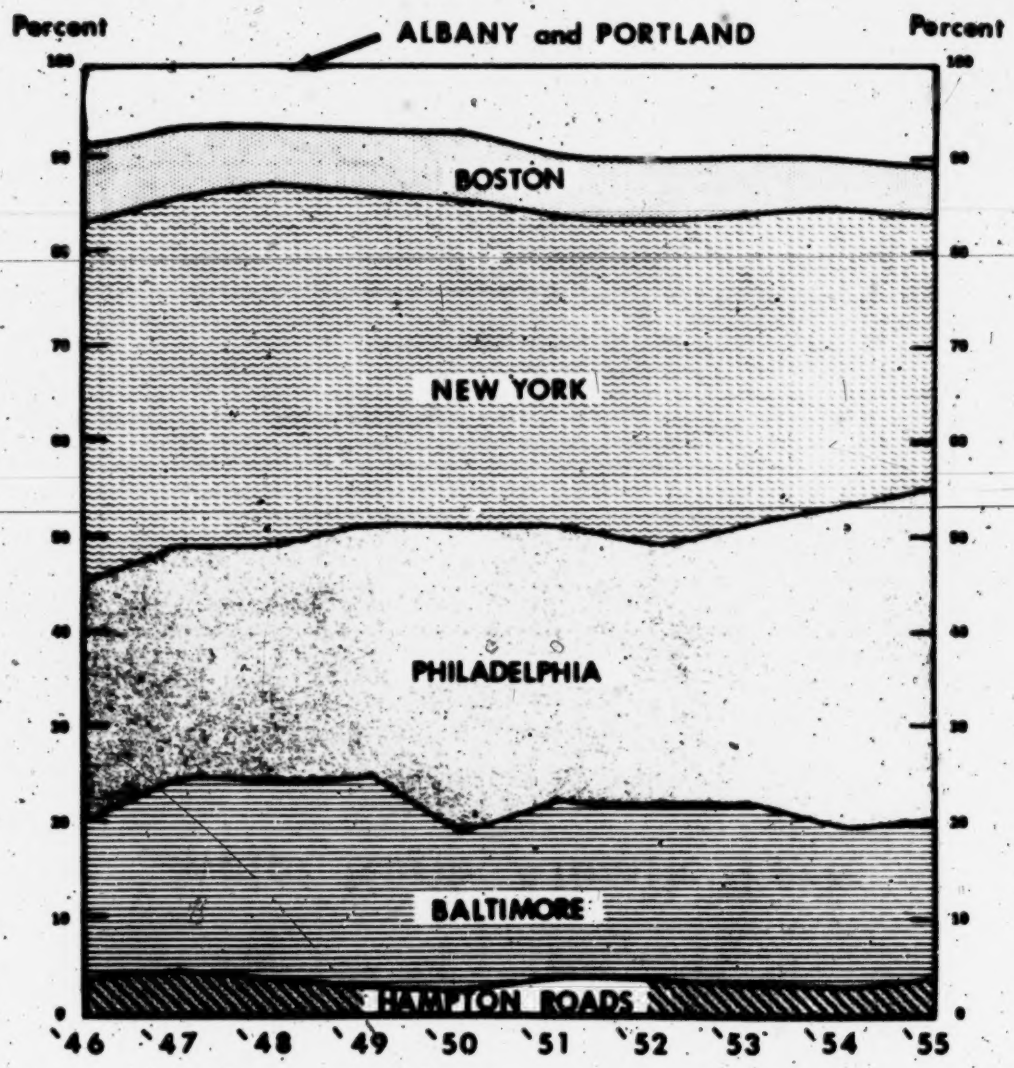
SOURCE: Annual Reports, Corps of Engineers, U. S. Army

[fol. 3636]

3636

IMPORTS INCLUDING PETROLEUM AND ORES

Percentage Distribution Of North Atlantic Ports 1946 — 1955

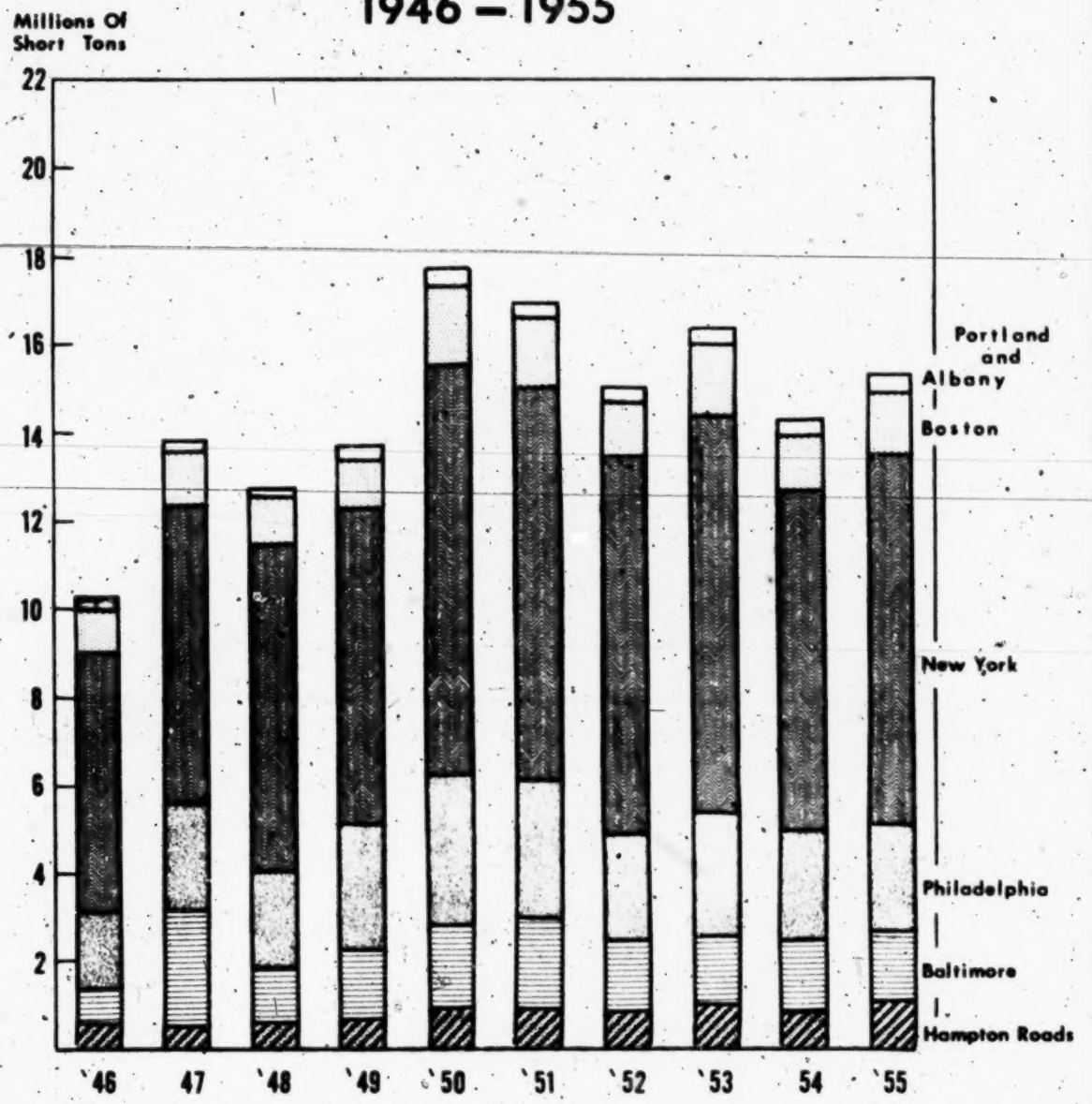


SOURCE: Annual Reports, Corps of Engineers, U.S. Army

IMPORTS LESS PETROLEUM AND ORES

North Atlantic Ports

1946 – 1955



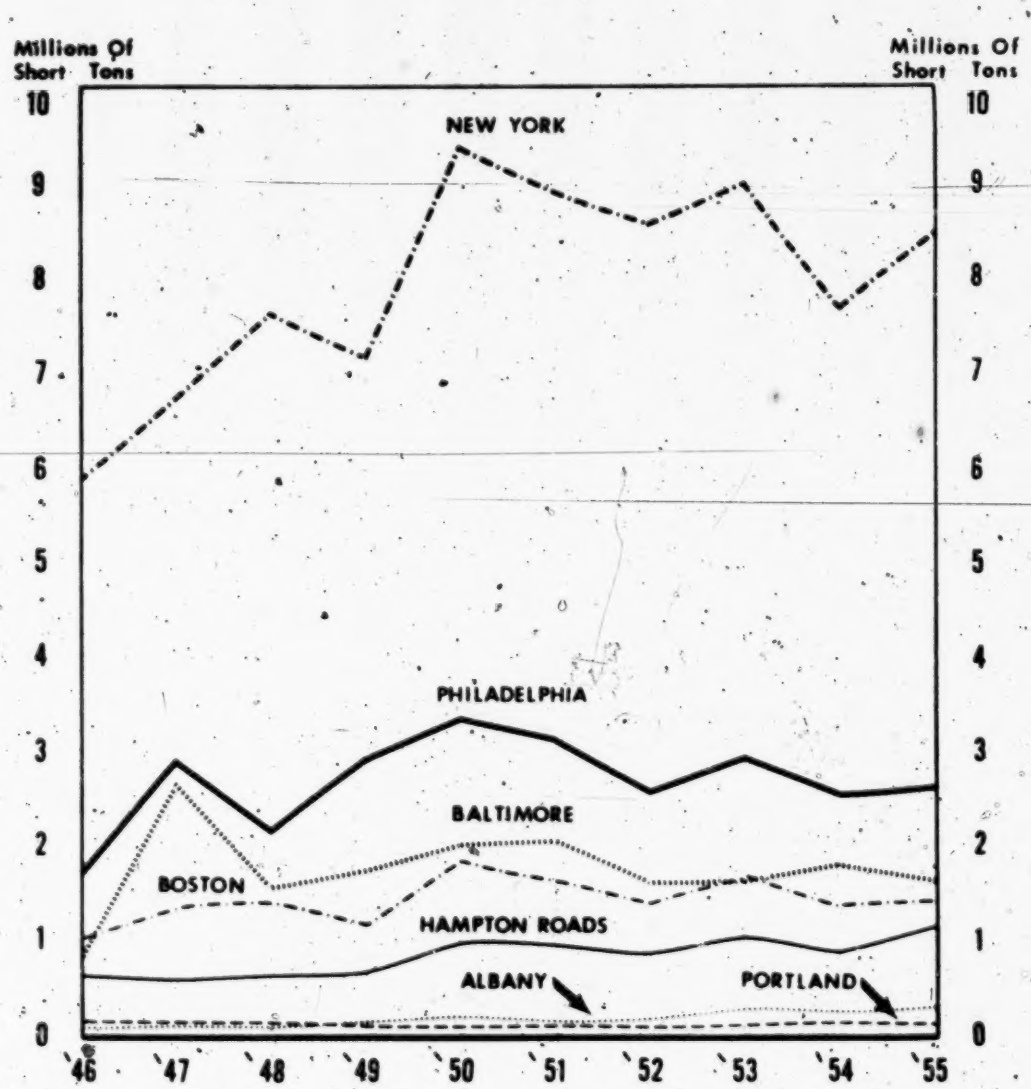
SOURCE: Annual Reports, Corp of Engineers, U. S. Army

Vol. 3638

IMPORTS LESS PETROLEUM AND ORES

Major North Atlantic Ports

1946 - 1955



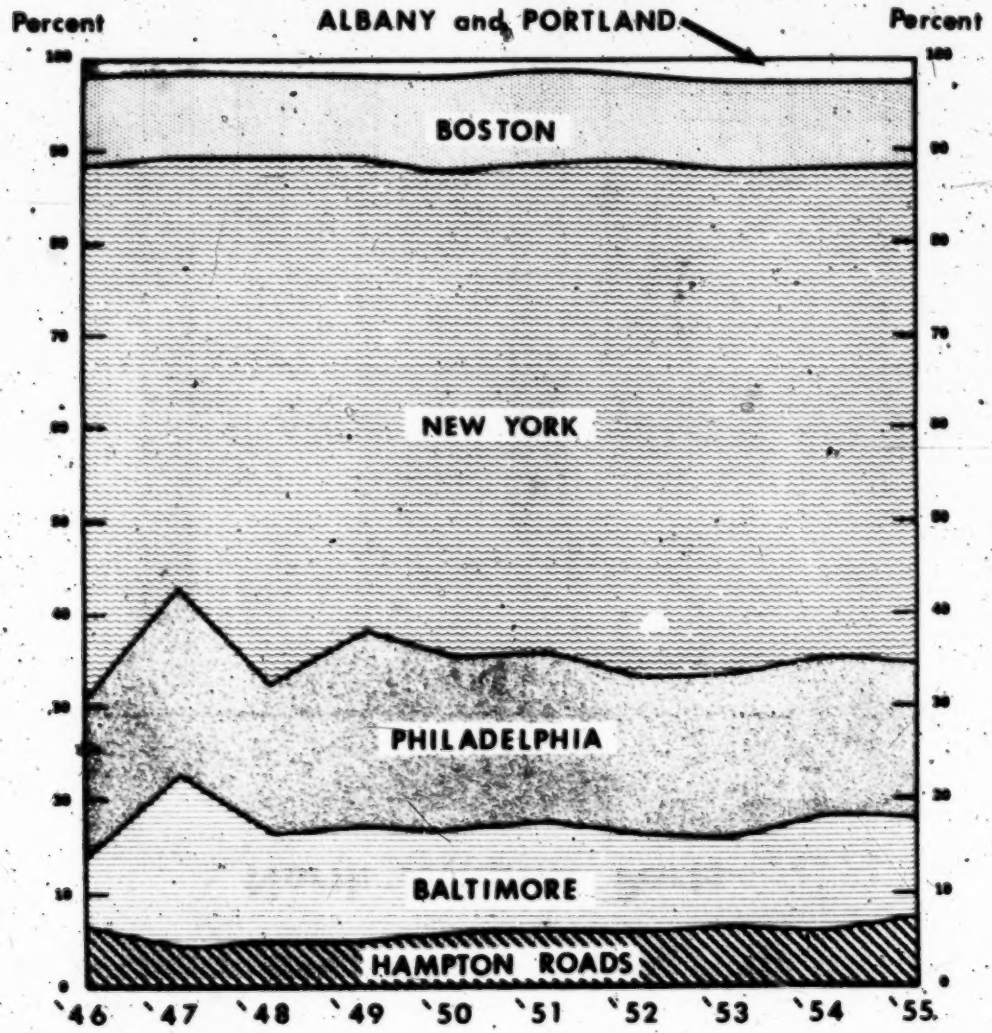
SOURCE: Annual Reports, Corps of Engineers, U. S. Army

[fol. 3639]

3639

IMPORTS LESS PETROLEUM AND ORES

Percentage Distribution Of North Atlantic Ports 1946 — 1955



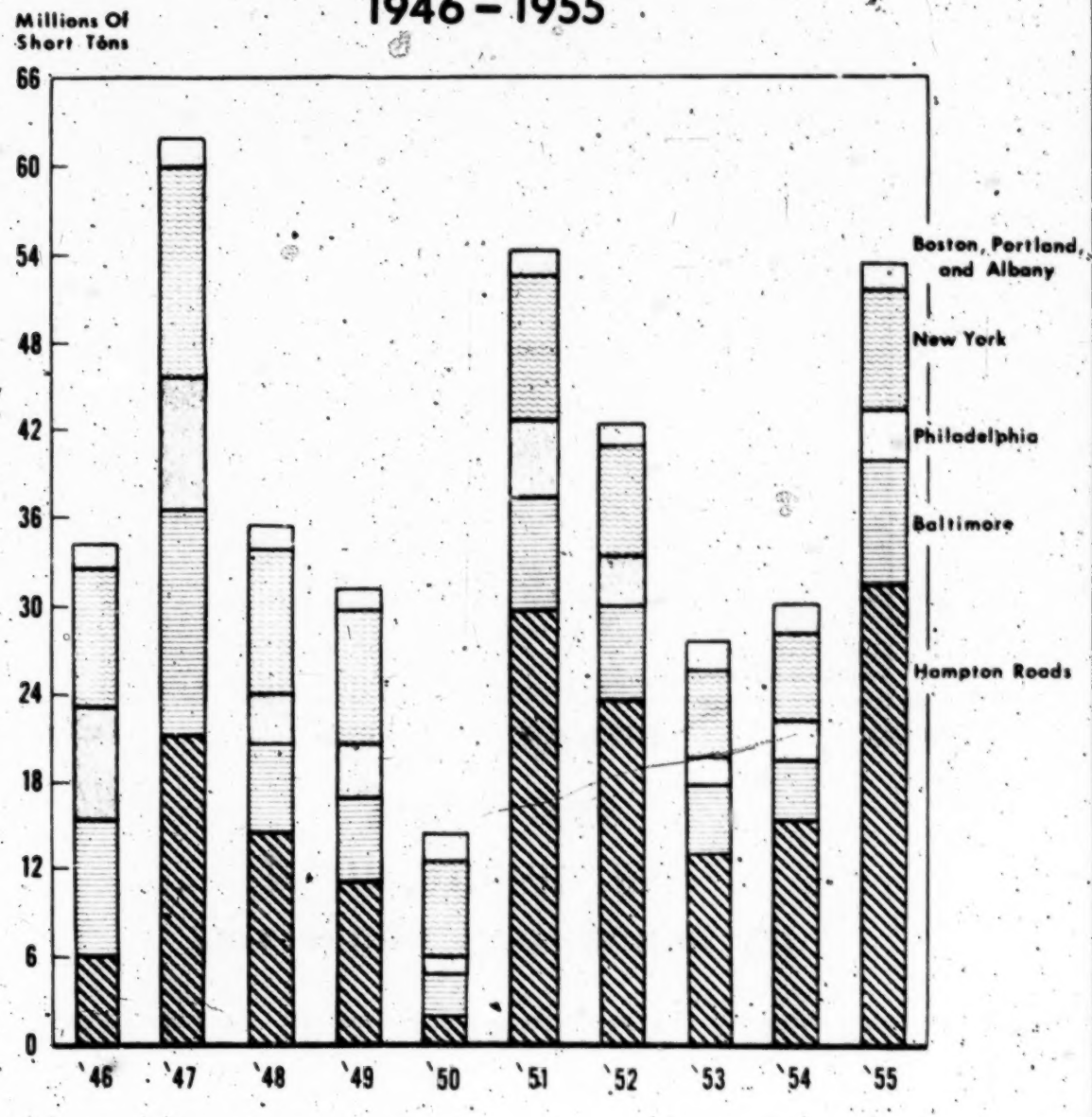
SOURCE: Annual Reports, Corps of Engineers, U. S. Army

[fol. 3640]

EXPORTS INCLUDING COAL AND GRAIN

North Atlantic Ports

1946 – 1955



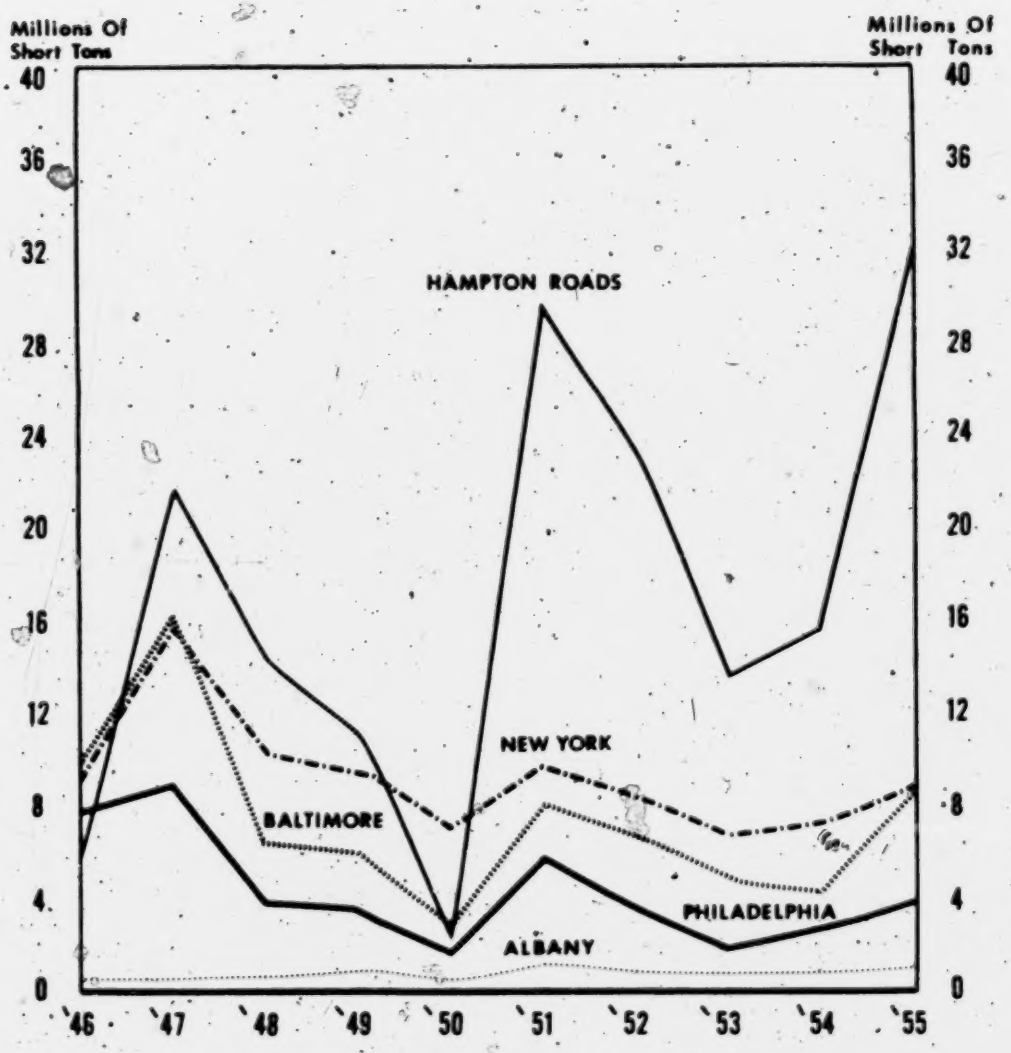
SOURCE: Annual Reports, Corps of Engineers, U. S. Army

2598
[fol. 3641]

EXPORTS INCLUDING COAL AND GRAIN

Major North Atlantic Ports

1946 - 1955

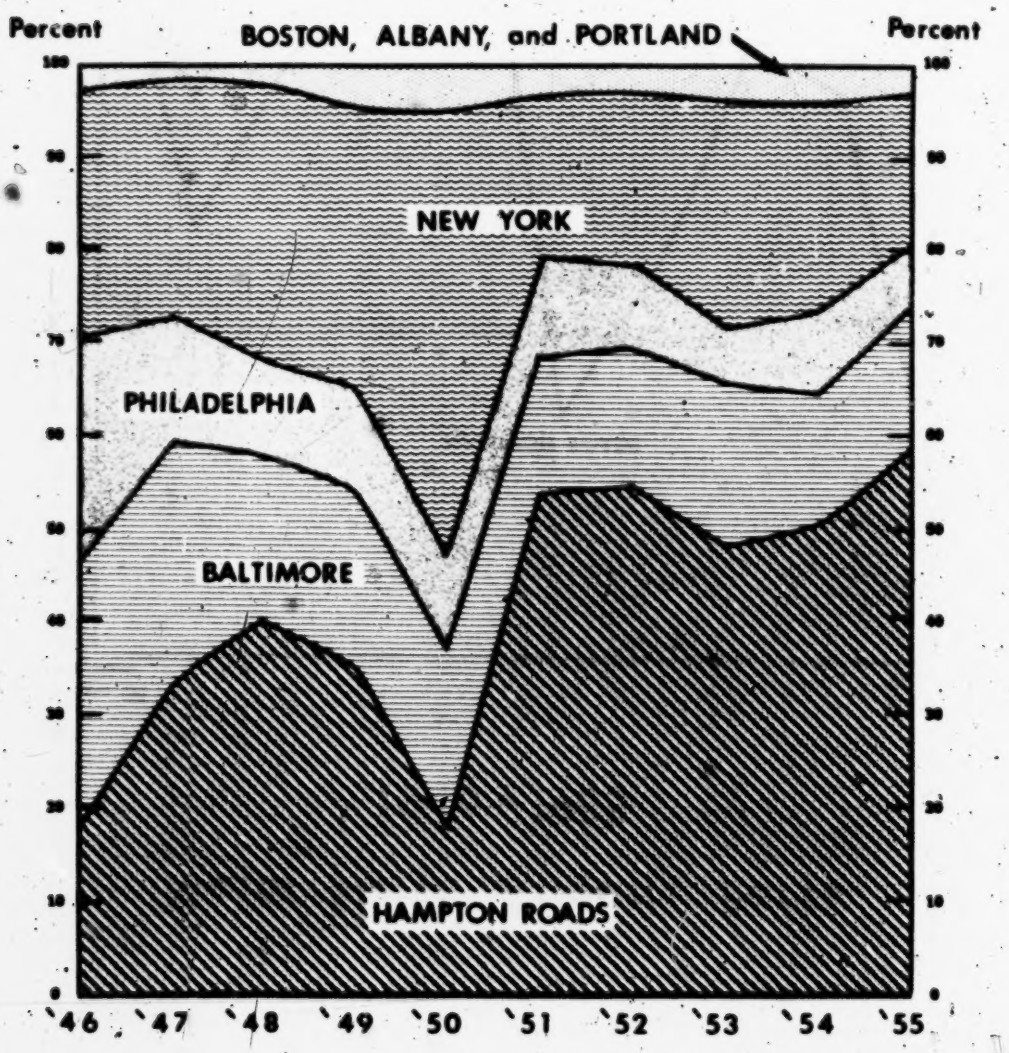


SOURCE: Annual Reports, Corps of Engineers, U. S. Army

3602

EXPORTS INCLUDING COAL AND GRAIN

Percentage Distribution Of North Atlantic Ports 1946 — 1955



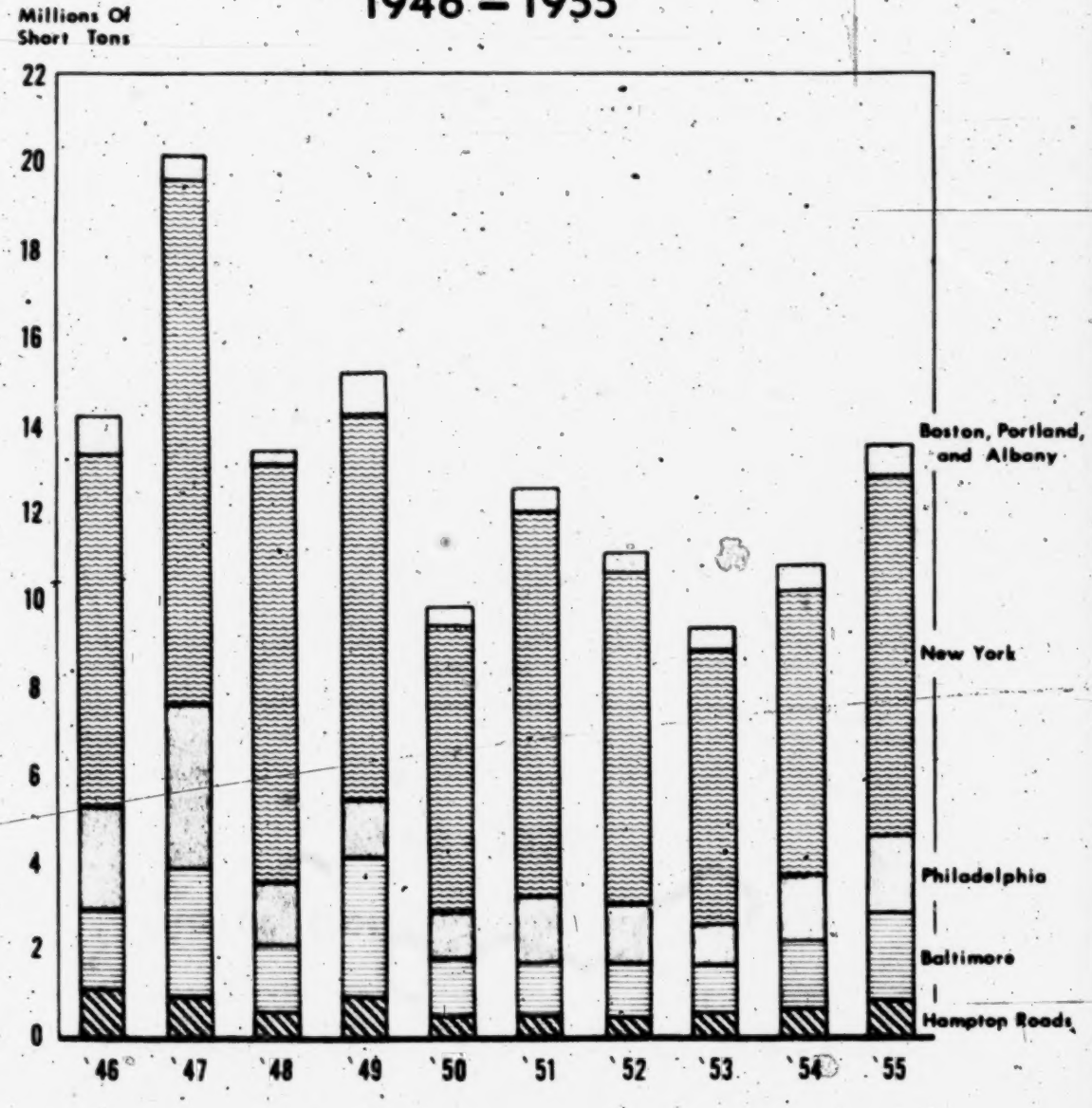
SOURCE: Annual Reports, Corps of Engineers, U. S. Army

2600
[fol. 3643]

EXPORTS LESS COAL AND GRAIN

North Atlantic Ports

1946 – 1955

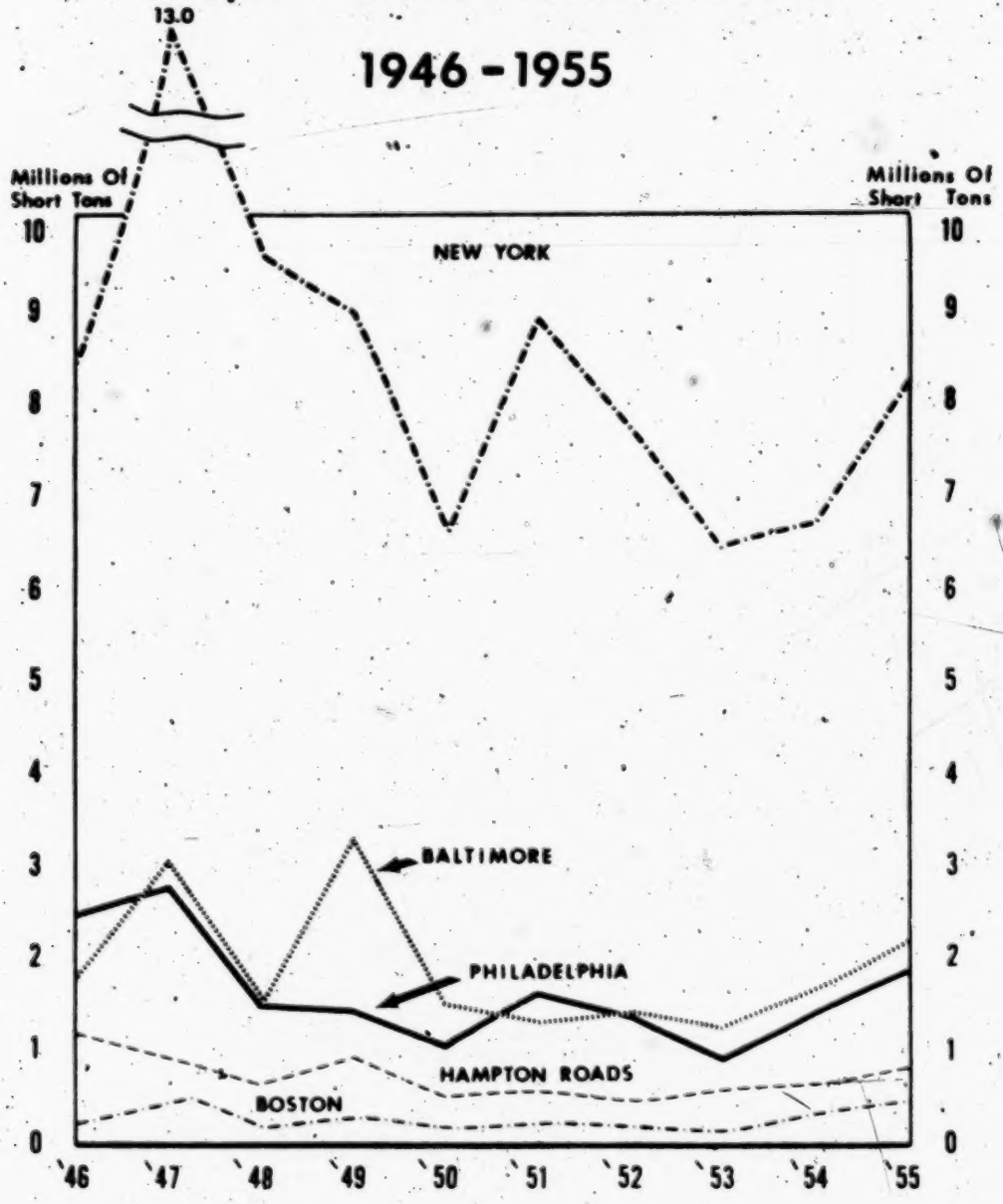


SOURCE: Annual Reports, Corps of Engineers, U. S. Army

EXPORTS LESS COAL AND GRAIN

Major North Atlantic Ports

1946 - 1955

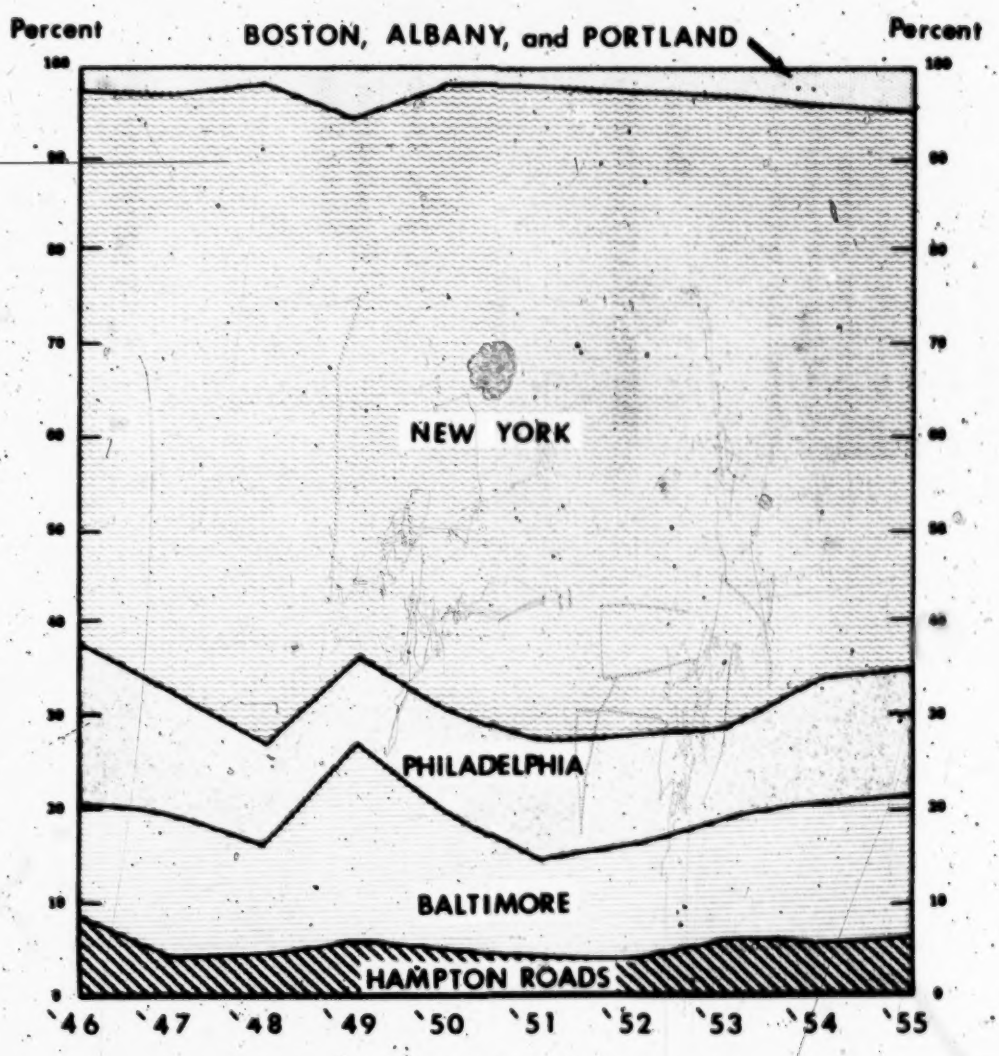


SOURCE: Annual Reports, Corps of Engineers, U. S. Army

[Fol. 3645]

EXPORTS LESS COAL AND GRAIN

Percentage Distribution Of North Atlantic Ports 1946 — 1955



SOURCE: Annual Reports, Corps of Engineers, U. S. Army

3646

[fol. 3646]

[fol. 3647] Secretary's certificate (omitted in printing).

[fol. 3648]

I.C.C. Exhibit No. 58

This statement is verified. Unless written request for cross examination is received by affiant or his attorney not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Before The

INTERSTATE COMMERCE COMMISSION

I. & S. Docket No. 6615

Equalization of Rates at
North Atlantic Ports

VERIFIED STATEMENT
OF
J. SCHMUCK, JR.
ASSISTANT FREIGHT TRAFFIC MANAGER
THE VIRGINIAN RAILWAY COMPANY
NORFOLK, VIRGINIA

[fol. 3649]

Before The

INTERSTATE COMMERCE COMMISSION

I. & S. Docket 6615

Equalization of Rates at North Atlantic Ports

VERIFIED STATEMENT
OF
J. SCHMUCK, JR.,
ASSISTANT FREIGHT TRAFFIC MANAGER
THE VIRGINIAN RAILWAY COMPANY
NORFOLK, VIRGINIA

My name is J. Schmuck, Jr. I am Assistant Freight Traffic Manager of The Virginian Railway Company. My offices are located in the Terminal Building, Norfolk, Virginia. I entered the service of Virginian Railway in 1918 and have been employed in the traffic department continuously since 1919. I was appointed Assistant General Freight Agent in 1951, General Freight Agent in 1954 and Assistant Freight Traffic Manager this month. My duties include direct supervision of the rate department and I am familiar with the issues involved in this proceeding.

The Virginian Railway Company owns and operates a line of railroad terminating on the east at Norfolk, Virginia, and on the west at Deepwater and Deepwater Bridge, W. Va. At Deepwater, W. Va. (on the south side of the Kanawha River) there is a direct connection with the Chesapeake and Ohio Railway. At Deepwater Bridge, W. Va. (on the north side of the Kanawha River) there is a direct connection with the New York Central Railroad. I offer [fol. 3650] for identification as Exhibit VN 1 a small system map of the Virginian Railway.

The Virginian Railway serves directly the Port of Norfolk, Va. and is therefore vitally interested in the development of this port and the relationship of rates on export

and import traffic between this port and other North Atlantic Ports. The Virginian must rely exclusively on the Port of Norfolk for its export and import tonnage, as it reaches no other port and is not a participating carrier in the rates between the differential territory on the one hand and the other North Atlantic Ports, including Newport News, Va., on the other. Moreover, the Virginian does not reach the so-called differential territory directly with its rails, so must rely on the two connecting railroads at Deepwater and Deepwater Bridge in order to participate in the handling of export and import tonnage from and to this territory through the Port of Norfolk.

Located on and served directly by the Virginian's rails at Norfolk, Va. is the Hampton Roads Army Terminals, formerly the United States Army Base. This important terminal is also served by the Norfolk and Portsmouth Belt Line Railroad, which line has trackage rights over part of the Virginian's rails, to reach this terminal. The Belt Line also has direct carload interchange connections with all other rail carriers reaching Norfolk. Other Norfolk waterfront terminals handling general export and import merchandise traffic are located on connecting lines but are open to all Norfolk railroads thru reciprocal switching arrange-
[fol. 3651] ments. By appropriate tariff provision, all export and import freight handled thru the Hampton Roads Army Terminal is accorded the application of specific export and import rates where such rates are in effect. This same application applies at all other Army or Navy Bases at all North Atlantic Ports.

Of the Virginian tonnage, the largest and most important is that handled thru military bases. It is my opinion that in order for the Hampton Roads Army Terminal to operate at near peak efficiency, it is necessary that differential rates be maintained to attract traffic to these terminals. Without this incentive, the traffic would probably be handled thru Military terminals at other ports, thus depriving the Virginian of an opportunity to compete.

The traffic tonnage studies submitted herein by Witness Mollman of the Baltimore and Ohio Railroad, included tonnages for the Hampton Roads lines. Tonnage figures of the Virginian, included in this study, were prepared under my

supervision and furnished to the B&O for use in the study. While the total handled by the Virginian is small when compared with other Hampton Roads lines as well as with other North Atlantic Port tonnages, nevertheless, it is important tonnage to the Virginian.

Principally due to its geographical location, the predominate tonnage of the Virginian is coal, which is not involved in this case. Expressed percentagewise, revenue coal tons accounted for 88.7% of the Virginian's total tonnage in 1955, 89.7% in 1956 and 89.3% in the traffic study year [fol. 3651a] August 1, 1955 thru July 31, 1956. If the Virginian is to succeed in its highly essential efforts to develop its general merchandise traffic and thus diversify its services, it obviously cannot afford to lose its differential territory tonnage which amounted to 2.1% in 1955, 1.8% in 1956, and 2.2% in the year August 1, 1955 thru July 31, 1956, of its total revenue merchandise tons line-hauled during those periods.

During the year August 1, 1955 thru July 31, 1956, the Virginian handled only 49,331 tons of export and import tonnage to and from differential territory, despite the rate differential applicable at Hampton Roads as compared to the other North Atlantic Ports. It is evident that, in view of the Virginian's geographical location, even this small but, to the Virginian, important tonnage would be lost if such differential were eliminated.

The Virginian, therefore, is firmly of the opinion that rates differentially under New York are definitely needed at Hampton Roads Ports, and we join the Norfolk and Western and Chesapeake and Ohio Railways' witnesses in their testimony as to the reasons which require such differential rates.

J. Schmuck, Jr.
Assistant Freight Traffic Manager
The Virginian Railway Company

[fol. 3652]
State of Virginia)
) ss.
City of Norfolk)

J. Schmuck, Jr., being duly sworn, deposes and says that he is Assistant Freight Traffic Manager of The Virginian Railway Company and that the foregoing statement is true and correct to the best of his information, knowledge and belief.

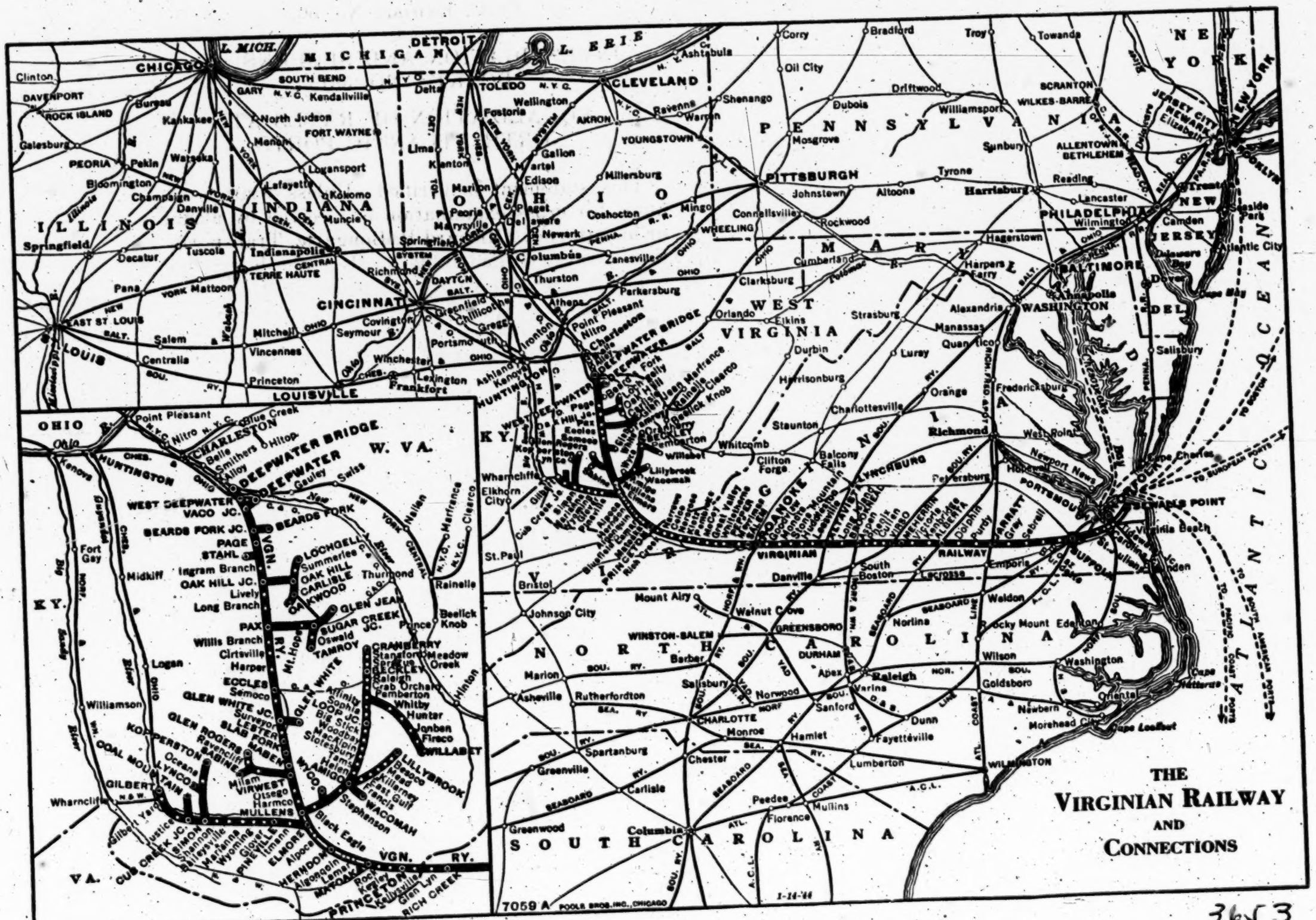
J. SCHMUCK, JR.

Subscribed in my presence and sworn to before me by the affiant above named this 16 day of October, 1957

(George W. Simpson, Jr.)
Notary Public,
City of Norfolk, State of Virginia
My Commission Expires March 18, 1960

[fol. 3653]

EXHIBIT No. VN 1
WITNESS J. SCHMUCK, JR.
I & S DOCKET No. 6615



3653

[fol. 3654]

I.C.C. Exhibit No. 60

INVESTIGATION AND SUSPENSION
DOCKET NO. 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Richard R. Bongartz, Transportation Center, Philadelphia 4, Pa.) not later than ten (10) days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

[fol. 3655]

BEFORE THE

INTERSTATE COMMERCE COMMISSION

INVESTIGATION AND SUSPENSION
DOCKET NO. 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

TESTIMONY OF KENNETH G. CROWL

My name is Kenneth G. Crowl. I am Assistant Manager-Freight Rates, Freight Sales and Servic s Department, The Pennsylvania Railroad Company, with headquarters at Pennsylvania Station, 30th Street, Philadelphia 4, Pa. Entering the service of my company in 1923, I have been employed in the Transportation and Freight Sales and Services Departments. In the former organization I advanced to position of Chief Clerk—System Operating De-

partment, and in the latter have served in various capacities, both on- and off-line, including being in charge of our Commerce Department and having responsibility for preparation and presentation of testimony and exhibits before this Commission and the several State commissions. I was appointed to my present position effective November 1, 1955. My present duties include considerations of the factors involved in establishing new freight rates and in keeping the freight rate structures responsive to present day needs. I attended Ohio State and Harvard Universities, my degree from the latter being in the fields of History, Government and Economics. In 1944-45 I served with the Traffic Sub-Committee, Railroad Committee for the Study of Transportation, Association of American Railroads, in [fol. 3656] Grand Central Terminal, New York, New York.

The issues in this case are set forth in the corrected order by the Commission, Board of Suspension, dated July 6, 1956. Therein are listed numerous schedules of freight rates which were suspended to and including February 9, 1957, but which have been continued under suspension without limit of time. These suspended schedules name reduced import and export rates on the commodities named therein on the same basis as applies to Baltimore.

There is need for complete and clear understanding of the meaning of the terms used in this proceeding. Import and export rates are not applicable to all import and export traffic; neither can the term "import and export traffic" be considered as the tonnage which would move under the schedules under the suspension herein. The meaning of import and/or export rates in this statement is that they are rates published in freight rate tariffs filed with the Commission as specifically applying only to import and/or export traffic, when so identified. The terms import and/or export traffic are used herein as applying to those commodities which are expressly included in Witness Mollman's Exhibit No. —— (MLM-2), without regard as to whether it will have or has had rail movement on import, export, or domestic class or commodity rates.

I do not intend to relate the history of the differential adjustment, here in issue, which will be presented by Witness Mollman. It is, however, necessary to cite some as-

pects of the history, in light of the prior testimony given in behalf of the primary respondents (those advocating equalization of New York with Baltimore) herein. As early as 1869 the differential system was in effect as a means [fol. 3657] of maintaining stability in freight rates between the east and west. The agreed difference Baltimore under New York in the rate on grain was 10 cents per 100 pounds. In 1870, after a rate war, it was reduced to 5 cents. On December 15, 1871, the McGraham Formula was adopted on westbound traffic. The differential tariff of 1875 on westbound freight, by classes of freight, provided differentials under New York of:

	Classes				
	1st	2nd	3rd	4th	Special Class
Baltimore, Md.	10	9	8	6	5
Philadelphia, Pa.	7	7	6	4	3

(In cents per 100 pounds)

On April 13, 1876, the now-Central Territory Railroads adopted, with agreement of the Eastern Trunk Lines, a tariff which was based upon the relative distances from the western origins to the eastern port cities. According to this tariff, the rates from Chicago to Baltimore were 13% less than, and to Philadelphia 10% less than to New York. From Cincinnati to Baltimore rates were 24% less than, and to Philadelphia 12% less than to New York. The history of the McGraham Formula is found in report on the *Michigan Percentage Cases*, 47 I.C.C. 409.

A month and a half after these rates were adopted the New York Central Railroad and the Erie Railroad withdrew from this agreement, claiming too great an advantage to Philadelphia and Baltimore. A rate war ensued and continued until rates under the April 5, 1877, agreement were put into effect. Thus, a trial with rates made in relation to distance from western common points to the port cities was short lived, although from 1869 to 1876 rates made on [fol. 3658] the differential principle had been in effect.

The April 5, 1877, agreement, reproduced as Exhibit No. —— (D-4) of Witness Laux, indicated accord on the differential-distance conflict between the railroads.

The first point of agreement provides application "whether on freight shipped for local consumption or shipped locally and afterwards exported or shipped for direct export." This provision, providing the same rates on class rated traffic, both domestic and export traffic, continued until 1932. The domestic and export-import commodity rates are still the same in a great many instances. This item also provided for the railroads retaining the local rate basis established as their earnings on all traffic.

The second point of agreement provided eastbound rates to Boston no lower than to New York on both domestic and export traffic.

The third point of agreement provides that even though through rail-ocean bills of lading be issued, the local rail rate, applying on both export and domestic traffic, will accrue to the railroad performing the service.

The fourth point of agreement, while providing a basis for rates westbound, is specific in reserving for the railroad handling its local rate from the port, as soon as the then-existing contracts governing foreign business could be terminated.

I consider these third and fourth points of agreement significant, in that the railroad presidents reserved for their respective lines the same earnings on waterborne traffic as they did on domestic. They did not thereby create any specific proportional or varying proportional rates with the water carriers, through which their earnings would be [fol. 3659] related to any factor other than their own specific local rates to and from the ports.

The rates under the April 5, 1877, agreement went into effect on July 1, 1877. In 1879 the New York State Assembly appointed a special committee on railroads to investigate the rail differential agreement and its relation to railroads that had been chartered by the State of New York. Testifying before this committee W. H. Vanderbilt, then President of the New York Central, said:

> "I think the railroads have done their full share towards the prosperity of the commercial interests of the State and the City of New York, from the very fact that we are transporting goods in competition with

other roads, 200 miles further for two cents more—300 miles further than Baltimore is."

George R. Blanchard, at that time Vice-President of the Erie Railroad, told the Committee, "We are not called upon by any mercantile principle or usage to carry that extra distance for nothing and no 272 miles of railroad that can be built for nothing, can be worked for nothing that should be given to the public for nothing."

My Exhibit No. —— (Y-12-1 to 4) is Eastern Railroad Traffic Executive Chairman Hill's announcement, together with that of the primary respondents to him, of the intention to disrupt the existing rate structure to and from North American port cities. The action of the Association cited on page 1 thereof, as taken at the October 20, 1955, meeting, was on the following proposal, submitted by Chairman Hill to the membership on June 16, 1955:

"The question covered by the following communication from a member will be docketed for consideration [fol. 3660] at your meeting on June 29:

'Please place on the docket for consideration at the June meeting of the Traffic Executive Association, on behalf of the B&M, Maine Central, Erie, Lehigh Valley, DL&W, New Haven and NYC Railroads, the question of equalizing the lowest rated North Atlantic port, including Canadian ports, the lowest rate applicable to any such port via all ports, on import, export, coastwise and intercoastal traffic to and from Official Territory, including I.F.A. and eastern Canada, from and to which import, export, coastwise and intercoastal traffic to and from Official Territory, including I.F.A. and eastern Canada, from and to which import, export, coastwise and intercoastal rates, both class and commodity, are in effect.'"

The Report and Order of the Commission in Ex Parte No. 206, *Increased Freight Rates, Eastern, Western and Southern Territories, 1956*, decided August 6, 1957, 300 I.C.C. 633, authorized increases in freight rates of both

primary and secondary (those defending recognized differentials) respondents herein, in recognition of their need for greater revenues. Approval of the suspended schedules would be unfavorable to all respondents' revenues.

My Exhibit No. —— (Z-5-1 to 42) shows the earnings per car, per car mile, and per ton mile, from ten differential territory origins to the four North Atlantic ports of Baltimore, Md., Boston, Mass., New York, N. Y., and Philadelphia, Pa., on basis of present export class rates, proposed export class rates to New York, N. Y., and Boston, Mass., on basis of equalization with the present export class rates to Baltimore, and to Philadelphia, Pa., and Baltimore, Md., on basis of restoring normal differentials under the proposed export class rates to New York, N. Y., and Boston, Mass., and Docket 28300 class rates. Earnings are [fol. 3661] figured on basis of short published, commercially open, tariff route miles of origin railroads, from the ten representative differential territory origins to the four ports over routes which will accord origin railroad its long haul.

My Exhibit No. —— (Z-8-b-1 to 11) shows the detail covering the routes used in arriving at earnings shown in my Exhibit No. —— (Z-5-1 to 42), and is a statement showing short published tariff routes of origin railroads from representative origins in differential territory to North Atlantic ports of Baltimore, Boston, New York and Philadelphia, and through distance via such routes over which the origin railroad receives its long haul.

My Exhibit No. —— (Y-1-1 to 42), shows the earnings per car, per car mile, and per ton mile, from Baltimore, Md., Boston, Mass. (via Standard Routes only), New York, N. Y., and Philadelphia, Pa., to ten representative differential territory destinations, on basis of present import class rates, proposed import class rates from New York, N. Y., and Boston, Mass., on basis of equalization with the present import class rates from Baltimore, Md., and from Philadelphia, Pa., and Baltimore, Md., on basis of restoring normal differentials under the proposed import class rates from New York, N. Y., and Boston, Mass., and Docket 28300 class rates.

My Exhibit No. —— (Z-8-a-1 to 9) shows basis for the miles used in my Exhibit No. —— (Y-1-1 to 42) and is a

statement showing short published and commercially open tariff routes of origin railroads from the North Atlantic ports of Baltimore, Md., Boston, Mass., New York, N. Y., and Philadelphia, Pa., to destinations in differential territory and through distances via such routes. The routes [fol. 3662] shown are those over which the origin railroad receives its longest haul. As in my Exhibit No. —— (Z-8-b-1 to 11), this exhibit also shows the average miles over the routes shown between the respective origins and destinations.

Commodity rates have been established through the years on import traffic arriving at the North Atlantic ports, destined to points in differential territory. My Exhibit No. —— (Y-0, consisting of 43 pages) shows the earnings per car, per car mile, and per ton mile for the twenty series of carload import commodity rates listed, from New York, N. Y., Philadelphia, Pa., Baltimore, Md., and Boston, Mass. (via Standard Routes), to numerous differential territory destinations, on basis of present import or domestic commodity rates; proposed import or domestic commodity rates from New York, N. Y., and Boston, Mass., on basis of equalization with the present import commodity rates from Baltimore, Md., and from Philadelphia, Pa., and Baltimore, Md., on basis of restoring normal differentials under the proposed import commodity rates from New York, N. Y., and Boston, Mass.; present domestic commodity rates; and Docket 28300—Appendix 18—scale class rates. The routes and miles over such routes are those in my Exhibit No. —— (Z-8-a-1 to 9).

The various Ex Parte increases during the recent years have temporarily disrupted the recognized port relationships and both primary and secondary respondents herein have restored the normal differentials when it was possible to do so. My Exhibit No. —— (Y-5-1 and 2) is a statement of domestic and export class rates from Chicago, Ill., to New York, N. Y., Philadelphia, Pa., Baltimore, Md., and [fol. 3663] Boston, Mass., during the period 1931 to the present, and showing the effectiveness of the several Ex Parte increases and when port differentials have been restored to the usual differential basis.

My Exhibit No. —— (Y-6-1 and 2), is a statement of domestic and import class rates applying from New York, N. Y., Philadelphia, Pa., Baltimore, Md., and Boston, Mass., to Pittsburgh, Pa., during 1931 to the present time, and showing the effective date of the several Ex Parte increases and indicating restoration in the import class rates of the agreed port differentials.

My Exhibit No. —— (Y-7-1 and 2) shows the domestic and export commodity rates on Manufactured Iron and Steel, carloads, from Pittsburgh, Pa., to New York, N. Y., Philadelphia, Pa., Baltimore, Md., and Boston, Mass., during the period from May 20, 1930, to the present. The exhibit shows the effective dates of the various Ex Parte increases and the restoration of the normal port differentials in the export rates.

My Exhibit No. —— (Y-10-1) shows the carload commodity import and domestic carload rates on Asbestos Fibre from New York, N. Y., Philadelphia, Pa., Baltimore, Md., and Boston, Mass., via Standard Routes, to St. Louis, Mo., during the period of 1937, when the rate was established, to the present, on import traffic, and from 1935 to the present on domestic traffic. The exhibit shows the rates resulting from the final increases in the various Ex Parte increase proceedings and restoration of recognized differentials in the tariffs.

The Ex Parte 206-A increase became effective on August 26, 1957, and again the North Atlantic normal port relationships were disturbed. The Official Territory railroads have been working to the early restoration. At this writing, [fol. 3664] the eastbound export grain rate tariff applying from differential territory to the North Atlantic Ports has been reissued with restoration of proper differentials, filed with the Commission, and scheduled to become effective this month. The Central Territory Railroads Tariff Bureau has announced its program of having all export rate tariffs corrected to reflect the agreed port differentials, filed with the Commission, to be effective not later than November 25, 1957. Work on the tariffs which will restore the differential relationship on import rates, both class and commodity, is well under way.

A review of the Eastern Railroad proposals indicates the Port of New York's continuing power to attract import-export traffic at existing port differential rate relationships. Representative samples of these proposals include a storage in transit arrangement at Easton, Pa., for trimming, drying and baling of green or salted sheep skins, originating west thereof for export through the Port of New York. A transit arrangement in effect at Suffolk, Va., on Tea and Tea Dust, imported through North Atlantic Ports to Hoboken, N. J., then shipped to Suffolk, was extended to tea which had been domesticated at Hoboken, N. J., thence shipped to Suffolk, Va. In another proposal it was indicated a Kansas City, Mo., manufacturer of automotive products had for export 72 carloads to Brooklyn, N. Y., 24 carloads to Seattle, Wash., and 77 carloads to Oakland, Calif., none being scheduled for Baltimore or Philadelphia. Request was complied with to establish refining, solidifying, blending, storing or packaging carload shipments of vegetable oils, fish or sea animal oil, at Bayonne, N. J., originating in the West, including differential territory, when for re-[fol. 3665] shipment to New York Harbor points within the Free Lighterage Limits. Transit was established at Edgewater, N. J., on green coffee, off the water in New York Harbor, to permit outbound shipment as Roasted Coffee and Extract of Coffee. A proposal sought transit for packing in containers, ex-tank cars, at North Bergen and Jersey City, N. J., on Lard, Lard Substitutes, Lard Compounds, Tallow, Inedible Grease, and Rendered Pork Fat, when for export through New York Harbor and originating in the West, including differential territory. Another railroad proposed to include Connersville, Ind., and Lima, Ohio, as additional origins on boxing arrangements at Jersey City, Newark, and Port Newark, N. J., among other points, on Electrical Appliances and other commodities when destined to New York Harbor, for export, as additions to other origins already provided for. Publication of arrangements was approved for melting, storage and unpacking in transit and reforwarding in tank cars, on crude naphthalene, imported through New York Port, at Kearny, N. J., and Newark, N. J., when to Official Territory points, including differential territory.

A storage in transit arrangement on traffic from the West, including differential territory, involving Boonton and Kingsland, N.J., for soybean oil for export through the Port of New York, was extended through elimination of a published expiration date, because "both Boonton and Kingsland have been booked for the rest of the year 1957 and the prospects are that heavy booking will continue beyond that period." The Canadian Railroads proposed reduction in rates on Rapeseed Oil, in carloads, from Saskatoon, Sask., and Winnipeg, Man., to New York for export, because "due to lack of storage tank facilities at the ports of Halifax, N.S., and Saint John, N.B., he (applicant) [fol. 3666] would like to move some of this storage via the Port of New York, N. Y., where storage tank facilities are readily available." Routing was established so that imported green coffee through the Port of New York could be transited at Lansdale, Pa., when destined to the West, including differential territory.

At a public hearing before the Freight Traffic Committee-Trunk Line Territory Railroads, on January 3, 1957, involving extending storage on Rubber at New York Harbor, from 12 to 24 months in private storage, a New York rubber dealer stated he stored in approved warehouses of the Commodity Exchange in New York Harbor and not at interior points. He only sought the extension for the port, because "it is confined to rubber within the harbor limits of the Port of New York in warehouses approved and licensed by the Commodity Exchange." He cited the need was a local Port of New York proposition and that the rubber was not handled at Philadelphia, Baltimore, Boston, or New Orleans.

A Southern shipper in proposing an adjustment on rates on carload paper, paper articles and pulpboard from Southern origins to Eastern port cities for export, stated that his experience was that most of the traffic exported through North American ports moved through New York. This port was used notwithstanding the spread in the rates, New York, N. Y., over Baltimore, Md., ranging from 10 cents per 100 pounds upward. As example, at Ex Parte 196 level, carload rate from Canton, N.C., to Baltimore was 70¢ per 100 pounds, and to New York, N. Y., 84¢, a spread New York over Baltimore of 14¢ per 100 pounds.

A shipper sought a commodity rate on carloads of Pickled Horse Meat, for human consumption, in barrels, from Watertown, South Dakota, to New York, N. Y., be- [fol. 3667] cause he had located a new horse meat packing plant at that point and planned to ship this commodity to New York, N. Y., for export to Europe; rates to the lower rated Ports of Philadelphia and Baltimore were not sought.

At a similar public hearing at this Committee's April, 1957, meeting a shipper seeking reduction on carload shipment rates on Carnauba Wax imported through the Port of New York, destined Racine, Wis., stated he had been receiving his entire importation for Racine through that port for many years.

It is well known that a substantial volume of import-export traffic moves to and from New York, from and to differential territory via motor carrier, notwithstanding the fact that the motor carriers generally publish class rates on the domestic rail Docket 28300 level between the North Atlantic Ports and differential territory.

My Exhibit No. —— (Y-13-1) shows comparison of rail and truck domestic class rates between eight differential points and the four North Atlantic Ports at Class 100, 50, and 35 rates. It will be noted there is no port differential relationship between these rates in relation to application to and from the four ports. For example, from Chicago, Ill., at Class 35, the rate to Baltimore, Md., is $1.37; to Philadelphia, Pa., $1.42; to New York, N. Y., $1.49; and to Boston, Mass., $1.55, all per 100 pounds, and apply via both truck on all traffic and via rail on domestic traffic. The differences, in cents per 100 pounds, are:

Philadelphia	over	Baltimore	5¢
New York	over	Baltimore	12¢
Boston	over	Baltimore	18¢

[fol. 3668] My investigation of the truck commodity rate structure applying between differential territory and the North Atlantic Ports reveals that the Eastern Central Motor Carriers Association, Inc., schedules of freight rates contain few rates that are published as import and export rates. These rates do not reflect any recognized differential

relationship as between the ports, to and from differential territory.

Truck rates on crude rubber to Akron and Cleveland, Ohio, are, in cents per 100 pounds:

Minimum Weight	From Baltimore, Md.	Boston, Mass.	New York, N.Y.	Philadelphia, Pa.
23,000 pounds	89	—	88	90
26,000 "	—	98	—	—
32,000 "	81	—	86	82

(Eastern Central Motor Carriers Assn., Inc., M.F.T. No. 15-K, M.F.-I.C.C. No. A-114.)

At the 23,000 pounds minimum weight, Baltimore, Md., is one cent higher than New York, N. Y., and Philadelphia, Pa., is two cents higher than New York, N. Y. At the 32,000 pound minimum weight, New York is 5 cents higher than Baltimore, Md., and 4 cents higher than Philadelphia, Pa. These rates are published as domestic rates.

Commodity truck rates on Spices, NOIBN, are $1.17 per 100 pounds, Baltimore, Md., to Chicago, Ill., and $1.40 per 100 pounds from New York, N. Y., with minimum weight of 30,000 pounds from Baltimore, Md., and 28,000 pounds from New York, as carried in Eastern Central Motor Carriers Association, Inc. M.F.T. No. 38, M.F.-I.C.C. No. A-141. Commodity rates are not published from Boston, Mass., and Philadelphia, Pa.

[fol. 3669] The rate from New York, N. Y., is 23¢ over the rate from Baltimore. These rates are published without qualification.

Commodity rates by motor truck on Brass, Bronze or Copper Ingots, minimum weight 30,000 pounds, to Cleveland, Ohio, are:

From	Rates in cents per 100 pounds
New York, N. Y.	93
Philadelphia, Pa.	88
Baltimore, Md.	85
Boston, Mass.	—

(Eastern Central Motor Carriers Association, Inc., M.F.T. No. 15-K, M.F.-I.C.C. No. A-114.)

Rate from New York, N. Y., is 5 cents higher than Philadelphia, Pa., and 8 cents higher than Baltimore. Commodity rate is not published from Boston, Mass. These rates are published as domestic rates.

Eastbound commodity rates via motor truck on Automobile Shock Absorbers and Parts, from Dayton, Ohio, are:

To	Rates in cents per 100 pounds	Minimum Weight
New York, N. Y.	*119	23,000 pounds
Philadelphia, Pa.	112	23,000 pounds
Baltimore, Md.	103	23,000 pounds
Boston, Mass.	—	—

* — Applicable only on export traffic.

(Eastern Central Motor Carriers Association, Inc., M.F.T. No. 15-K, M.F.-I.C.C. No. A-114.)

The rate to New York, N. Y., applying only on export, is 7 cents per 100 pounds higher than the unqualified rate to Philadelphia, Pa., and 16 cents per 100 pounds higher than the unqualified rate to Baltimore. A commodity rate is not [fol. 3670] published to Boston, Mass.

Motor truck rates eastbound on Agricultural Implements and Parts, from Peoria, Ill., are:

To	Rates in cents per 100 pounds	Minimum Weight
New York, N. Y.	167	23,000 pounds
Philadelphia, Pa.	158	23,000 pounds
Baltimore, Md.	151	23,000 pounds
Boston, Mass.	170	23,000 pounds
Albany, N. Y.	155	23,000 pounds

(Eastern Central Motor Carriers Association, Inc., M.F.T. No. 15-K, M.F.-I.C.C. No. A-114.)

When comparing these domestic rates, New York, N. Y., is 9 cents per 100 pounds higher than Philadelphia, Pa., 16 higher than Baltimore, Md., 3 cents lower than Boston, Mass., and 12 cents higher than Albany, N. Y.

Domestic commodity rates eastbound via motor carrier, on Aluminum, Plate or Sheet, minimum weight 23,000 pounds, from Louisville, Ky., are:

To	Rates in cents per 100 pounds
New York, N. Y.	149
Philadelphia, Pa.	140
Baltimore, Md.	135
Boston, Mass.	—

(Eastern Central Motor Carriers Assn., Inc., M.F.T. No. 15-K, M.F.-I.C.C. A-114.)

Rate to New York, N. Y., is 9 cents per 100 pounds higher than to Philadelphia, Pa., and 14 cents higher than [fol. 3671] to Baltimore, Md. Commodity rate is not published to Boston, Mass.

Eastbound domestic motor carrier rates on Glass Containers, not exceeding one gallon in capacity, minimum weight 24,000 pounds, from Marion and Muncie, Ind., are:

To	Rates in cents per 100 pounds
New York, N. Y.	124
Philadelphia, Pa.	116
Baltimore, Md.	110
Boston, Mass.	—

(Eastern Central Motor Carriers Assn., Inc., M.F.T. No. 15-K; M.F.-I.C.C. No. A-114.)

Rate to New York, N. Y., is 8 cents per 100 pounds higher than to Philadelphia, Pa., and the spread, New York, N. Y., over Baltimore, Md., is 14 cents. Rate is not published to Boston, Mass.

[fol. 3672]

VERIFICATION

COMMONWEALTH OF PENNSYLVANIA)
: ss.
COUNTY OF PHILADELPHIA)

KENNETH G. CROWL, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his knowledge, information, and belief.

Signed: KENNETH G. CROWL.

Subscribed in my presence, and sworn to before me, by the affiant above named, this 17th day of October 1957.

HARRY W. REED
Notary Public
Philadelphia, Phila. Co.
Commission Expires
January 7, 1959.

(Seal)

[fol. 3673] I.C.C. EXHIBIT No. 61

This statement is verified. Unless written request for cross-examination is received by affiant or his attorney not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

I&S DOCKET NO. 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

VERIFIED STATEMENT OF F. S. BAIRD

My name is F. S. Baird. I am Vice President in Charge of Traffic of Norfolk and Western Railway Company, with offices at Roanoke, Virginia. I have been engaged in traffic work with the Norfolk and Western for over 47 years and have headed our Traffic Department since January 1, 1949.

I am testifying in this proceeding on behalf of the major railroads serving the Port of Hampton Roads, *i.e.*, the Norfolk and Western, the Chesapeake and Ohio, and the Virginian. Those railroads are unalterably opposed to the efforts of certain railroads serving the Port of New York to upset the long established port relationship adjustment which has enabled our Port of Hampton Roads to remain at least partially competitive with New York. In order to maintain the present relationship, we have published reductions matching those published by the New York lines, and these reduced rates, together with the reduced rates [fol. 3674] published by the New York lines, are before the Commission in this proceeding. While we are hopeful that the Commission will order both sets of rates canceled, it is our position that if the New York rates are allowed to become effective, our reductions must also be approved as being within the sound discretion of management.

Generally speaking, Hampton Roads presently enjoys an advantage of three cents per hundred pounds under New York on port traffic to and from differential territory—which is roughly west of a north-south line from Sandusky to Marietta via Zanesville, Ohio. We feel that Hampton Roads' only real competitive advantage is this rate spread, and that losing it would be harmful to our port and jeopardize its contribution to the national defense.

The competitive need for keeping the present differential is, we believe, plainly demonstrated by tonnage figures. In this connection, I should like to point out the fact that several of the parties supporting equalization have submitted figures showing total import and export tonnages moving through the several North Atlantic ports. Since these figures include coal and coke moving through Hampton Roads, they have no significance in this case, since coal rates are not part of the differential adjustment. For instance, according to U.S. Army Engineers statistics, in 1956 total exports through Hampton Roads were 44,211,376 tons, of which 42,164,628 tons were coal and coke. This leaves total exports other than coal and coke for 1956 of [fol. 3675] 2,046,748 tons. In that same year, New York exported 9,125,306 tons with the same exclusion.

Any doubt, however, as to the question of whether our rate advantage to differential territory has enabled us to gain even a fair share of the traffic is dispelled by the traffic studies submitted in this case. The railroads supporting equalization have made a traffic study for the year ending July 31, 1956, and we have made a study for the two-year period, January 1, 1955, to December 31, 1956, and a monthly study for the year ending July 31, 1956. These studies show that for the latter period traffic to and from differential territory to New York and Hampton Roads was as follows:

Export

New York	2,342,212 tons
Hampton Roads	1,049,017 tons

Import

New York	645,552 tons
Hampton Roads	292,219 tons

Total Differential Territory Traffic

New York	2,987,764 tons
Hampton Roads	1,341,236 tons

In other words, despite a rate differential amounting to about three cents per hundred pounds on general traffic and one and one-half cents per hundred pounds on grain, Hampton Roads was able to attract less than one half as much traffic as New York.

[fol. 3676] Moreover, total figures such as those shown above don't tell the whole story. Included in these figures are a large amount of grain and products taking grain rates, which require separate consideration from general cargo. We believe that such separate consideration is proper, because of the bulk nature of the commodity, the necessity for special facilities for handling, and the fact that the differential is only one half of that applicable on general cargo.

First, I will deal with traffic other than grain. Generally speaking, this constitutes "general cargo," although there is included a small amount of ore. The figures on this traffic are as follows:

Export—Other Than Grain

New York	2,138,218 tons
Hampton Roads	229,408 tons

These figures show that on other than grain, exports through New York from differential territory during the year ended July 31, 1956, were almost ten times as heavy as through Hampton Roads—despite a rate advantage for Hampton Roads. This, we believe, reflects the fact that New York has a decided competitive advantage over Hampton Roads because of more frequent steamship service to more destinations, a high concentration of international freight forwarders, international banking and numerous other factors which will be detailed in other testimony.

[fol. 3677] Now I come to grain. We are proud that Norfolk has had a sizeable increase in grain movement in

recent years, and this matter will be covered in detail by another witness. Suffice it to say that until the N&W's grain elevator was leased in 1952 to a commercial grain operator—Continental Grain Company—to be used as a public facility, we were able to attract very little grain to Norfolk. Following that lease, however, we began to increase the movement through our port. We attribute this increase primarily to the ability of an experienced grain operator to attract traffic.

Finally, I would like to point out that, with the exception of the Army Base piers at Norfolk, all terminal facilities at Hampton Roads for the handling of commercial import and export traffic are privately owned and operated. For instance, the gross investment of Norfolk and Western in its merchandise piers and warehouses and supporting yards at Sewells Point and Lamberts Point, Norfolk, amounts to over $17,800,000. We receive no subsidy from any source and are totally dependent on traffic handled to obtain funds for upkeep and renewal. Other ports—notably New York—have piers which are built and sometimes operated by governmental authorities. At Hampton Roads, we depend on private industry to do the job, and if the traffic is not available, the facilities—so essential in time of war—will be left to wither on the vine.

[fol. 3678] We feel that the efforts of the New York lines to destroy the port differential adjustment will clearly result in the loss of important traffic at Hampton Roads, and will enable New York—which already enjoys the lion's share of the traffic—to effect a near monopoly of available foreign trade at the North Atlantic ports. This, in our opinion, would not be in the public interest.

[fol. 3679]

VERIFICATION

STATE OF VIRGINIA)
) to-wit:
CITY OF ROANOKE)

F. S. BAIRD, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

s/ F. S. BAIRD
F. S. Baird

Subscribed and sworn to before me this 14th day of October, 1957.

s/ J. A. BRUMBAUGH
J. A. Brumbaugh,
Notary Public.

My commission expires the 23d day of February, 1959.

Seal

[fol. 3680] I.C.C. EXHIBIT No. 62

This statement is verified. Unless written request for cross examination is received by affiant or his attorney not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Before The

INTERSTATE COMMERCE COMMISSION

I. & S. Docket No. 6615

Equalization of Rates at
North Atlantic Ports

VERIFIED STATEMENT OF C. F. KEELEY,
FREIGHT TRAFFIC MANAGER
NORFOLK AND WESTERN RAILWAY COMPANY.

[fol. 3681] Question: Please state your name, occupation, and residence.

Answer: My name is C. F. Keeley. I am Freight Traffic Manager in charge of Rates and Divisions for the Norfolk and Western Railway Company, and I live and have my office at Roanoke, Virginia.

Question: How long have you been employed by the Norfolk and Western and in what capacities?

Answer: I have been employed by the N. & W. Ry. since 1909, with one short exception when I was otherwise employed. With the exception of approximately seven years during World War I when I was employed in the Transportation Department, all of my experience has been in the Freight Traffic Department generally in the making of rates and the handling of commerce matters.

Since 1925, I have been connected in one capacity or another, usually as a witness in behalf of my Company, in proceedings before this Commission. I was admitted to practice before this Commission in August, 1929.

Question: Are you familiar with the boundaries of Port Differential Territory with respect to the several North Atlantic Ports and, if so, will you please describe them?

Answer: The eastern boundary of port differential territory with respect to the Ports of Baltimore, Philadelphia, and New York was described in the Commission's decision in MARITIME ASSOCIATION v. BOSTON CHAMBER [fol. 3682] OF COMMERCE (95 I.C.C. 539, 540) as being substantially the Buffalo, Erie, Pittsburgh, Ohio River Line.

I would like to point out, however, that insofar as the Ports of Hampton Roads are concerned, differential territory comprises that part of Central Territory *west of the line* of the B&O RR starting at Sandusky, Ohio, on Lake Erie and running through Mansfield, Newark, and Zanesville to Marietta, Ohio, on the Ohio River, thence the Ohio River to Kenova, W. Va., but including points on the Chesapeake and Ohio Railway and New York Central System in West Virginia in Central Territory.

These boundaries have been adequately described in other exhibits of record—See Mr. Laux's Exhibit No. D-4, etc., but for convenience I offer Exhibit (K-1), which is a map of the Norfolk and Western Railway and its connections on which the above described line constituting the eastern boundary of port differential territory for the Hampton Roads Ports has been marked by a black line.

Question: How are the rates between the Hampton Roads Ports and the territory on and east of the Sandusky-Marietta line and west of the Buffalo-Erie-Pittsburgh-Ohio River line, related to the rates between that territory and the ports north of Hampton Roads?

[fol. 3683] Answer: There are a number of important communities on and east of the above described line, such as Cleveland, Akron, Canton, Zanesville, and Youngstown, Ohio, Wheeling, W. Va., and Pittsburgh, Pa. To this important territory in Eastern Ohio, Western Pennsylvania, and West Virginia the Hampton Roads Ports have nothing but the domestic class rates on import and export class rate traffic.

With respect to commodity rate traffic, during the recent past the Hampton Roads Ports have been able to arrange for the application of the New York rates to and from this territory on certain descriptions of traffic.

The attached Exhibits —— (K-2) and —— (K-3), show representative examples of where the New York commodity rates are applied between the Hampton Roads Ports and stations east of the Sandusky-Marietta line.

Question: Is there any substantial amount of business moving between the Hampton Roads Ports, on the one hand, and the territory you have just described, on the other hand, at the rates you have mentioned?

Answer: Every week I see the reports of the Foreign Freight Department, and with the exception of special movements of iron and steel articles from the Pittsburgh District for export, very seldom does that department report that we have handled a car of export or import [fol. 3684] traffic from or to these points where the New York commodity rates apply. There seems to be no question but that Hampton Roads can attract any substantial business to and from this territory only on the basis of the Baltimore rates and that if the New York rates are to be applied the traffic will move through the Port of New York because of the advantages that port enjoys over the other North Atlantic Ports.

Question: What have you to say with respect to the testimony offered in this case by Mr. J. S. Chartrand, Manager of Transportation Department, Board of Trade of the City of Chicago and the five witnesses who supported him with respect to the port differential adjustment on grain?

Answer: The testimony of J. S. Chartrand, Manager of Transportation Department, Board of Trade of the City of Chicago, supported by 17 exhibits, and by the following additional witnesses without exhibits:

Ross L. Beal, General Traffic Manager, Farmers Grain Dealers Association of Iowa

Val M. Conley, Manager of Transportation Department, Norris Grain Company

William P. Conrad, Jr., Traffic Manager, Rice Grain Corporation

Thomas J. Crowe, Vice President and Traffic Manager, Illinois Grain Corporation

Bernard A. Springrose, General Traffic Manager, Cargo Carriers, Inc., an affiliate of Cargill, Inc.

[fol. 3685] describes the origin territory of grain west of the gateways in port differential territory, the importance of the Chicago market, rate structures, distances, export rate relationship North Atlantic Ports versus Gulf Ports, and winds up with a request for equalization of the rates to all North Atlantic Ports to be accomplished by reducing the rates to the other ports to be no higher than the rates to Baltimore.

The Norfolk and Western Railway owns a grain elevator at Sewells Point—Norfolk, Va.—the capacity of which is adequately described in one of the exhibits offered by Mr. Chartrand.

The Norfolk and Western Railway took over this elevator from the City of Norfolk, Va., on July 1, 1929, as authorized by Interstate Commerce Commission Finance Docket No. 7546, ACQUISITION AND OPERATION BY NORFOLK & WESTERN RAILWAY COMPANY 154 I.C.C. 371. From that date to May 1, 1952, except for a one year period (the last six months of 1935 and the first six months of 1936), the elevator was operated by the Norfolk and Western Railway Company. On May 1, 1952, the elevator was leased to the Continental Grain Company. Exhibit No. (K-4) shows the number of cars received into the grain elevators for the approximate calendar years from time of acquisition through June 30, 1957. The term "ap-
[fol. 3686] proximate calendar years" means that the reports were written on a weekly basis and the weeks did not always break with the years; therefore, it was necessary to make an adjustment to compensate for the differences.

It will be noted from this exhibit that at no time from 1929 to 1944 did the elevator handle more than 1,749 cars which occured in the year 1939. During the war years and thereafter, the receipts increased but nothing like to the extent that they increased when the elevator was operated by the Continental Grain Company despite the fact that all during the period from 1929 to date the rates to Norfolk were no higher than to Baltimore.

The point of this exhibit is that the increased receipts at the elevators began when it was taken over by an experienced grain merchant, and the rate parity with Balti-

more, which existed in all the prior years, at no time resulted in anything like the receipts that ensued after the Continental Grain Company began operating the elevators.

The difference between operation of an elevator by a railroad versus an experienced grain merchant is that the grain merchant can blend and up-grade the grain using, if necessary, grain purchased from trucks, etc., which sort of operation is not within the capacity of a railroad. Of [fol. 3687] course, a grain merchant is more competent than a railroad to buy and sell grain.

I want to make it clear, however, that while we believe that the recent heavy increase in grain movements to Norfolk is due primarily to the fact that our elevator is now operated by an experienced grain merchant, it is our position that the present differential on grain has been effective in attracting grain traffic to the port and its loss, we believe, would result in loss of important grain traffic to us. The exact effect of the differential on movement of grain is hard to evaluate. Nevertheless, it is our considered judgment that it results in the attraction of grain to our port and we are vigorously opposed to its removal, as proposed by the New York lines.

Question: Have you examined the exhibits offered by Mr. Laux on behalf of the Port of New York Authority in this case and what are your comments?

Answer: The showing by Mr. Laux in his Exhibit "J" of distances from Central Territory to the Naval Operating Base at Norfolk, Va., via routes through Buffalo, N. Y., and other junctions on the Niagara Frontier, thence via PRR Potomac Yard, thence the Southern Railway, greatly distorts the picture of relative distances via which rates on waterborne traffic apply to and from the several ports.

In the first place, the Southern Railway is not important in the handling of export and import freight between Cen- [fol. 3688] tral Territory, on the one hand, and the Port of Norfolk, on the other hand. That line's terminals at Pinners Point are not generally used by general cargo ocean-going vessels and the vessels must use other terminals, including the two most important in the port area; i.e., our terminals at Lamberts Point and Sewells Point. We are in position to know that practically no export and import traffic moves to and from the Port of Norfolk via the Southern Railway.

In the second place, the showing of the Naval Operating Base as a terminal of the Port of Norfolk is a distortion. It is true the rates apply through the Naval Operating Base under certain conditions, but there is no important volume of traffic moving via the Naval Operating Base.

Even if it should be true that there is an important movement of traffic via the Naval Operating Base, it is not correct to include distances of the Norfolk and Portsmouth Belt Line and the Virginian Railway in the calculation of the total distances because these are switching roads at Norfolk.

Moreover, it is extremely doubtful if any shipment of export freight from Central Territory to the Port of Norfolk would move first through Buffalo and then through Potomac Yards, thence via the Southern Railway through Danville, Va., greensboro, N.C., Selma, N. C., and thence [fol. 3689] via the trackage rights of the Southern Railway over the Coast Line from Selma, N.C., to Norfolk. Incidentally, the distances shown by Mr. Laux for the Southern Railway routes through Potomac Yard are wrong. The distance of 435.3 miles for the Southern Railway from Potomac Yard to Pinners Point (within the Norfolk switching district) was the Southern Railway distance when that road controlled the Atlantic and Danville Railway which is now a separate corporation. The present distance of the Southern Railway from Potomac Yard to Norfolk is 542.5 miles. This can be verified by consulting Supplement 47 to the Southern Railway Distance Table No. 5, I.C.C. A11050 which made this change effective September 22, 1950.

While it is true that the tariffs publishing export rates from Central Territory origins to the Port of Norfolk, as for example CTR Tariff 490, provide for routes in connection with the Southern Railway via connections, Potomac Yards, thence Southern Railway, they also provide for routes in connection with the Southern Railway via connections to Cincinnati, thence Southern Railway. In my mind, there is no question about it that if the Southern Railway handled any traffic from Central Territory to Norfolk, either for domestic or export application that [fol. 3690] traffic would be handled via Cincinnati and not via Potomac Yard.

Let us examine for a moment the distances via Cincinnati and the Southern Railway as compared with the distances via Norfolk and Western from Chicago, which is certainly a representative Central Territory origin, to Norfolk. As shown on Page 4 of Mr. Laux's Exhibit "J", the class rate distance from Chicago to Norfolk is 914 miles. This represents the shortest route over which carload traffic may be forwarded without transfer of lading. In other words, it does not necessarily represent the shortest tariff route, but in that connection it will be observed that the shortest route shown by Mr. Laux on Page 4 of his Exhibit "J" from Crown Point, Ind., a point in the Chicago Switching District to Norfolk, is 920 miles via Pennsylvania to Clare, Ohio, thence N&W.

Clare, Ohio, is a junction point not in the Cincinnati Switching District but adjacent thereto. From Chicago proper, the distance over the Pennsylvania Railroad to Clare is 295 miles and the distance over the Norfolk and Western to Norfolk is 662 miles or a total of 957 miles or 43 miles in excess of the class rate distance.

The distance of the Southern Railway is composed of 294 miles from Chicago to Cincinnati via the Pennsylvania Railroad and 890 miles beyond Cincinnati via the Southern Railway for a total of 1,184 miles. This should be com-[fol. 3691] pared with the distance via the N&W Ry. of 957 miles and the greatly distorted distance of 1,459.73 miles shown by Mr. Laux from Joliet, Ill. (another point in the Chicago Group), to the Naval Operating Base at Norfolk via the AT&SF to Chicago, the NYC(M), Black Rock, N. Y. (a point in the vicinity of Buffalo, N. Y.), PRR to Potomac Yard, Southern Railway to Pinners Point, N&PBL and Vgn. Ry.

The comparison I have made of distances via the short routes of the N&W Ry. to Norfolk versus the routes of the Southern Railway through Cincinnati and Potomac Yard although applied against Chicago proper apply with equal force to other origins of export freight in Central Territory because, although the distances will differ, the N&W Ry. is still the shorter route than the Southern Railway from Cincinnati and even then the Southern Railway route from Cincinnati is substantially shorter than the Southern Railway routes through Potomac Yard.

On Page 9 of Mr. Laux's Exhibit "J", another grotesque route is shown from Willisville, Ill. (a point in the Marion, Ill. group), to the Naval Operating Base at Norfolk via GM&O, Cairo, Ill., IC, Louisville, Ky., PRR, Potomac Yard, Sou. Ry., to Pinners Point, N&PBL and Vgn. Ry. Via this long roundabout route the distance from Willisville to the Naval Operating Base is 1,694.63 miles as against the Docket 28300 Class Rate distance of 945 miles [fol. 3692] to Norfolk. Here again it is pertinent to compare the distance via this route with the distances via Cincinnati. There is an established route from Willisville to Norfolk via the GM&O to E. St. Louis, B&O to Cincinnati, thence connecting lines. Via this route, the distance from Willisville to Cincinnati is 401 miles, and this plus the distance of 671 miles of the Norfolk and Western from Cincinnati to Norfolk produces a total of 1,072 as contrasted with the class rate distance of 945 miles. The Southern Railway distance through Cincinnati would be the 401 miles to that point plus 890 miles beyond or 1,291 miles as contrasted with the long distance of 1,694.63 miles shown by Mr. Laux in his exhibit.

An even more grotesque route is shown by Mr. Laux on Page 10 of his Exhibit "J" from Mt. Carmel, Ill., (a point on the Southern Railway's St. Louis-Louisville Division), to the Naval Operating Base at Norfolk via Southern Railway to Lexington, Ky., CNO&TP to Cincinnati, PRR to Potomac Yard, Sou. Ry. to Pinners Point, N&PBL, Vgn. Ry. It is simply inconceivable that the Southern Railway would handle a shipment from this station on their line to Cincinnati and there turn it over to the PRR for further movement to Potomac Yard and at that junction take it back for forwarding to Norfolk. If the Southern Railway should handle an export shipment from Mt. [fol. 3693] Carmel, Ill., to Norfolk, it would probably be via their own line through Lexington, Ky., or Danville, Ky. The short line distance of the Southern Railway from Mt. Carmel, Ill., to Norfolk is 985.7 as shown in Supplement 47 to Southern Railway Distance Table No. 5, I.C.C. A11050 as contrasted with the long roundabout route as shown by Mr. Laux in his exhibit of 1,429.03 miles and with the class rate distance of 877 miles; however, there

is an established route from Mt. Carmel, Ill., on the Southern Railway to Norfolk via Sou. Ry. to Danville, or Lexington, Ky., CNO&TP to Cincinnati, thence N&W Ry. As shown by Page 10 of Mr. Laux's Exhibit "J", the Southern Railway distance to Cincinnati is 287.4 miles. Added to this the N&W distance of 671 miles produces a total of 958.4 miles for contrast with the Southern Railway single line distance of 985.7 miles and the class rate distance of 877 miles.

What has been said in the foregoing examples about routes through Buffalo, thence through Potomac Yard and Southern Railway applies with equal force to all of the examples of routes of this character shown throughout Mr. Laux's Exhibit "J", therefore, to deal with each and everyone of them would be simply to labor the point and that will not be done.

Page 40 of Mr. Laux's Exhibit "J" undertakes to show the distances from Columbus, Ohio, to the ports of Nor- [fol. 3694] folk, Baltimore, and New York. The long route from Columbus to Norfolk (Naval Operating Base) which is subject to the same criticism as in connection with routes from Central Territory; i.e., that the Naval Operating Base is not an important factor in terminal operation at Norfolk, is shown via B&O to Cincinnati, CNO&TP to Harriman, Tenn., Southern Ry., to Danville, Va., A&D to Pinners Point, N&PBL and Vgn. These last two roads again are simply switching roads in the Norfolk Switching District. The distance via this long route is shown as 1,016.03 miles as contrasted with the Class Rate distance of 632 miles. The Norfolk and Western has its own railroad from Columbus, Ohio, to Norfolk, Va., and the single line distance of the Norfolk and Western is 663 miles as contrasted with the Class Rate distance of 632 miles. It will be observed that this is shorter than the so-called short line distance shown by Mr. Laux on Page 40 of his Exhibit "J" from Saltillo, Ohio, a point on the NYC(W) in the Columbus class rate group, via NYC(W) to Bannon, Ohio, 55.3 miles, N&W 655 miles, for a so-called short line distance of 710.3 as contrasted with the N&W single line distance of 663 miles from Columbus, Ohio, to Norfolk, Va., which it is submitted is truly representative of the

distance from the Columbus rate group to the Port of Norfolk rather than any of the other routes shown on [fol. 3695] Page 40.

The showing on Page 42 of Mr. Laux's Exhibit "J" of so-called short line distance from a point in the Fostoria, Ohio, group to Norfolk, Va. (Naval Operating Base), produces a distortion in excess of 450 miles. It is shown that the distance via Nickel Plate to Buffalo, PRR to Potomac Yard, Sou. Ry. to Pinners Point, thence N&PBL and Vgn. Ry. (which again are simple switching roads in the Norfolk Switching District) is 1,185.13 miles as contrasted with the class rate distance of 711 miles. Fostoria, Ohio, is a point on the Chesapeake and Ohio Railway and the C&O's single line distance from Fostoria to Norfolk is 734 miles. The Norfolk and Western also has a route from Fostoria via C&O to Valley Crossing, thence N&W Ry. over which the distance is 748 miles, which it will be noted is only 14 miles greater than the C&O's single line distance and only 37 miles greater than the Class Rate distance.

The mileage shown on Page 48 of Mr. Laux's Exhibit "J" from Sardinia, Ohio, a local station on the N&W Ry., to Norfolk, Va., comprised of N&W Ry.'s distance of 623 to Norfolk, Va., plus the Vgn. Ry.'s distance of 11.89 miles for a total of 634.89 as contrasted with the Class Rate distance of 608 miles, is subject to the criticism that the [fol. 3696] Vgn. Ry. at Norfolk is a switching road, and its distance should not be included in the total. It should, however, be noted that the N&W Ry. single line distance of 623 miles is only 15 miles in excess of the Class Rate distance of 608 miles.

Question: Have you some standard by which you can measure the circuity of the Pocahontas origin lines' long haul or short tariff routes from Hampton Roads to representative points in Port Differential Territory and, if so, will you please offer your exhibit dealing with this point and comment upon it?

Answer: The attached Exhibit (K-5) is a statement showing representative working routes and mileages from Norfolk, Va. (for account of the N&W Ry. and the Vgn. Ry.) and from Newport News, Va. (for account of the

C&O Ry.)—both Hampton Roads ports—to 23 points in differential territory. These 23 points were selected because they are, in my opinion, representative of points in differential territory from a geographical point of view and in addition are important points insofar as import and export traffic are concerned. I believe them to be a representative cross-section of points within differential territory.

In the second column from the left, I have shown the Docket 28300 class rate miles. These are distances used for the purpose of relating one community to another commu- [fol. 3697] nity. The formula for constructing these class rate distances is to apply the mileages via the route over which carload traffic can be moved without transfer of lading. Only in exceptional instances do class rate distances reflect the distances over routes via which traffic customarily moves.

In addition to the Docket 28300 class rate miles, my Exhibit (K-5) shows mileages via origin lines' long haul or short tariff routes between Hampton Roads and the 23 selected points in differential territory. These mileages represent actual working route miles which are preferred by the C&O, N&W, and Vgn., as the case may be, to assure its long haul between Hampton Roads and points in differential territory. They are presented as the mileages over which traffic actually moves and I can say with assurance that they are in fact working route mileages. In many cases, they are the short tariff routes or only slightly in excess of short tariff mileages. These mileages have been furnished to our cost witness, Mr. R. E. Petterson, for use in determining rail costs between Hampton Roads and these various points.

Prior to July 11 of this year when the long and short haul clause of the Fourth Section was changed, it was the usual practice of the Interstate Commerce Commission in passing upon Fourth Section Applications covering general adjustments to permit the application of the affected rates [fol. 3698] via a circuitous route, the distance via which exceeded the distance via the short tariff route by not more than 30 percent. The excess over the Docket 28300 class rate miles to important points in port differential territory

is indeed infinitesimal. To Chicago, for instance, such excess via the C&O is 2.8 percent, via the N&W 4.6 percent, and via the Vgn. 5.6 percent. To Indianapolis via the C&O 3 percent, via the N&W 2.9 percent, and via the Vgn. 4.8 percent. To Detroit via the C&O 6 percent, via the N&W 9.7 percent, and via the Vgn. 9.2 percent.

To Cincinnati and Columbus, Ohio, the C&O distance is the same as or one mile less than the Docket 28300 class rate distance which is due to Docket 28300 grouping. To Cincinnati the N&W distance is 2.3 percent excessive and to Columbus 4.9 percent excessive. The Vgn. distance to Cincinnati is 3.7 percent excessive and to Columbus 3.8 percent excessive.

Question: Please submit a similar study you have made to the distances from New York and comment upon it.

Answer: Exhibit No. (K-6) is a similar comparison of Docket 28300 class rate miles and working routes and mileages from New York to the same points of destination covered in Exhibit No. (K-5). This exhibit shows the distances only via the origin lines which published the [fol. 3699] reduced rates from New York now under suspension in this proceeding. The first page shows a comparison of the mileages, the excess of the working route distances over the Docket 28300 distances, and the percentage of that excess. The succeeding pages of the exhibit show the details of the working routes.

I, of course, cannot testify as a fact that certain routes are preferred by the New York origin lines over certain other routes; however, as an experienced traffic man, I know what routes are generally regarded as practical working routes between New York and the selected points in differential territory, and I can testify that they are important working routes. In my opinion, the routes shown in my Exhibit No. (K-6) are fairly representative of the routes over which this traffic actually moves from New York, and in my opinion are working routes. In many instances, the routes shown are via the New York Central System Lines direct. No one can deny such a route is a practical working route. Likewise, other routes shown are via Lackawanna to a Buffalo junction, thence Wabash or Nickel Plate, which I know to be working routes in con-

nection with the Lackawanna, or via Lehigh Valley to Buffalo, thence Nickel Plate, which I also know to be a working route of the Lehigh Valley RR.

Pages 2 through 15 of my Exhibit No. (K-6) show a number of working routes between each of the selected [fol. 3700] 23 points and New York. I am of the opinion that each of the routes shown is a working route. For instance, to Chicago my Exhibit No. (K-6) shows eight working routes. Our cost people, however, requested me to choose one working route from each of these destinations which could be used for cost purposes. Accordingly, I have selected one route between each destination and New York and this is shown on Page 1 of my Exhibit No. (K-6).

In selecting one out of each of the several routes shown between New York and each destination, I endeavored to choose a route which assured the longest haul to the New York announcing lines; just as in the case of my Exhibit No. (K-5) I selected routes assuring the longest haul to a Hampton Roads Line. In most instances, as might be expected, the mileage shown on Page 1 of my Exhibit No. (K-6) represents mileages via the New York Central System direct which reaches a great number of points in differential territory with its own rails.

Where a destination is not reached by a New York line direct, I selected a working route which showed the lowest miles.

I turn now to a comparison of the distances from Hampton Roads versus the distances from New York shown in my Exhibit No. (K-5) and Exhibit No. (K-6). [fol. 3701] Take Chicago, for example: The C&O distance of 940 miles is only 2.8 percent in excess of the Docket 28300 distance of 914 miles while the short working distance of 945 miles of the New York Central is 6.2 percent in excess of the Docket 28300 distance of 890 miles.

Perhaps here I should again say that the Docket 28300 class rate miles reflect distances via the shortest route over which carload traffic may be moved without transfer of lading.

To the other three Illinois points shown, there can be found distances of the Pocahontas Lines which are much less by comparison with the Docket 28300 miles than are

the miles from New York; i.e., to Decatur, Ill., the N&W Ry. distance of 941 miles is 2.5 percent in excess of the Docket 28300 class rate miles of 918 while from New York the distance of 1,003 miles via Lackawanna to Black Rock, thence Wabash is 5.4 percent of the Docket 28300 class rate miles of 952.

The comparison of the distances via Hampton Roads with New York is even more significant when to points in Ohio. For example, the line of the C&O Ry. from Hampton Roads to Cincinnati and Columbus is exactly the shortest route over which carload traffic can be transported without transfer of lading; therefore, there is no excess of the short working miles over the class rate miles. Yet [fol. 3702] the distances from New York are 17.3 percent to Cincinnati and 19.6 percent to Columbus in excess of the Docket 28300 class rate miles.

The same is true to Lima, Ohio.

To Dayton, Ohio, to which the N&W Ry. distance of 692 miles is 4.1 percent in excess of the Docket 28300 distance of 665 miles, the short working distance from New York of 794 miles via the New York Central System lines is 15.1 percent in excess of the Docket 28300 miles of 690 miles.

Similar comparisons can be made to all of the Ohio destinations exhibited.

Again to Charleston and Huntington, W. Va., the C&O Ry. distance from Hampton Roads is shorter than the Docket 28300 distance, which is due to the fact that the C&O Ry. distance is figured from Newport News while the Docket 28300 distance applies from the Norfolk group and Newport News is a point within that group.

Please note that the New York Central System distance of 934 miles to Charleston, W. Va., is 52.4 percent in excess of the Docket 28300 distance of 613 miles while the distance of 881 miles via the New York Central System to Columbus, thence C&O to Huntington, W. Va., is 33.7 percent in excess of the Docket 28300 miles of 659.

In my opinion, the differences between the Docket 28300 [fol. 3703] miles and the working route miles shown in my Exhibits (K-5) and (K-6) are fairly representative of the average mileage differences between all of

differential territory and the Ports of Hampton Roads and New York, respectively. I base this opinion on the geographic location of the 23 points studied any my general knowledge of practical working routes to and from these two ports.

The purpose of this exhibit is to show that in practically all instances routes of the Pocahontas Lines from Hampton Roads are closer to the absolute short line distance than are the routes of the New York lines whose rates are under suspension in this proceeding.

[fol. 3704] AFFIDAVIT

STATE OF VIRGINIA)
) ss:
CITY OF ROANOKE)

C. F. Keeley, being duly sworn, deposes and says that he is Freight Traffic Manager of the Norfolk and Western Railway Company, and that the foregoing statement is true and correct to the best of his information, knowledge and belief.

C. F. KEELEY /s/

Subscribed and sworn to before
me this 14th day of October, 1957.

MILDRED G. FRENCH /s/
NOTARY PUBLIC

My Commission Expires March 5, 1961.

SEAL

[fol. 3705]

I.C.C. Exhibit No. 63

I. & S. Docket 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Horace L. Walker, 700 Travelers Building, Richmond, Virginia) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Verified Statement of David S. Gendell
Director of Planning

Virginia State Ports Authority
254 Granby Street
Norfolk 10, Virginia

[fol. 3706] My name is David S. Gendell. Since 1953, I have been the planning officer of the Virginia State Ports Authority, prior to which I was Assistant to the Vice President, New York and Cuba Mail Steamship Company, New York. Previous to that position, I was Managing Director, South Carolina State Ports Authority. For the preceding fifteen years, I held various positions with the Reading Company-Central Railroad Company of New Jersey, during the last few years of which I was General Foreign Freight Agent of the latter company at New York. I am a graduate of Franklin and Marshall College and of the Graduate Wharton School of Finance and Commerce of the University of Pennsylvania, with the degree of Master of Business Administration, having majored in transportation.

I.

DESCRIPTION OF THE VIRGINIA STATE PORTS AUTHORITY

The Virginia State Ports Authority is an agency of the Commonwealth of Virginia and is charged with fostering and stimulating the shipment of cargoes and commerce through all of the ports of Virginia, including the investigation and handling of matters pertaining to all transportation rates, charges and practices affecting the same. The present Virginia State Ports Authority was created by enabling legislation passed by the General Assembly of the Commonwealth of Virginia in 1952, and was preceded by [fol. 3707] a succession of similar organizations having like responsibilities for the Port of Hampton Roads in all cases, and, in some cases, for all of the various ports of Virginia. In addition to the Virginia State Ports Authority, there are municipal port agencies in the Hampton Roads area for the cities of Norfolk, Newport News, Portsmouth, and South Norfolk, and for the river port cities of Richmond and Hopewell. The creation of a local municipal port agency at Alexandria, Virginia, is now being considered by the City Manager's office and by the City Council.

II.

PORT FACILITY OWNERSHIP IN VIRGINIA

The Virginia State Ports Authority, although empowered to own and operate port facilities, has not thus far acquired such facilities, its past and current efforts being confined to the discharge of those duties stated above. None of the municipal port agencies in Virginia owns waterfront facilities for the handling of oceanborne cargo. The public facilities at the Port of Richmond were built by the City of Richmond to fulfill Federal requirements in connection with the dredging of the James River channel and, while still owned by the city, have been continuously leased for operation to private enterprise. All other such facilities in the State of Virginia are privately owned. At the principal Virginia port, Hampton Roads, which includes Norfolk, Newport News, Portsmouth and South Norfolk, all of the major public facilities are railroad owned.

[fol. 3708] As I understand it, the import and export rail rates in this proceeding involve only the Virginia ports of Hampton Roads and Richmond. Although this Authority, as well as local port agencies and the various transportation companies and port facility owners, is actively promoting the waterborne commerce of the Virginia river ports of Alexandria, Hopewell and Richmond, the total movement of foreign general cargo trade through these ports is relatively small—particularly that moving to or from the involved differential territory. For the reasons expressed above and due to the fact that the preponderance of our import and export tonnage moves through the Port of Hampton Roads, my remarks will be confined to that port.

III.

DESCRIPTION OF HAMPTON ROADS AND THE NEARBY AREA

The harbor of Hampton Roads is formed by the confluence of the Elizabeth, Nansemond, and James Rivers, at the southern-most end of Chesapeake Bay, and like the

Bay itself, exit and egress is between Cape Charles and Cape Henry, approximately at the midway point of the east coast of the United States. The roadstead formed by the joining of these three rivers is protected not only by the outer capes mentioned above, but by inner capes known as Willoughby Spit on the south and Old Point Comfort on the north. The protection afforded by these capes, the mild climate, the freedom from ice, the broad channels, and the naturally deep water have made Hampton Roads a [fol. 3709] refuge and harbor since early colonial times. In fact, so far as is known, the first commercial exports ever to leave the United States moved through Hampton Roads and out of the Capes in the year 1612, when John Rolfe, husband of Pocahontas, first shipped tobacco to England for sale through commercial channels. Since that first shipment, the harbor has been continuously used by the ships of the world, and its natural attributes and advantages have been recognized by the Federal government, which maintains at Hampton Roads one of the only two East Coast Army Terminals; the largest naval base in the world; a naval supply center; a naval air station, and a naval shipyard, as well as many other lesser but still large installations.

The deep rivers leading into the harbor of Hampton Roads extend well back into the neighboring countryside and, in colonial times, afforded the only available means of transportation, but at the same time, permitted the establishment of an agrarian population well removed from the port itself. As a result, the nearby area has never been highly industrialized, and the present port of Hampton Roads must look far beyond its own borders for commerce. This is in contrast to the New England and other northern ports where rapidly falling streams prevented the use of those streams as waterways and, at the same time, presented a source of water power for industrial purposes in the area immediately surrounding the port, thus causing [fol. 3710] the port areas to become highly industrialized and to remain so to this day, thereby making it less necessary for the ports of those great industrial centers to depend upon distant areas for their commerce.

IV.

HAMPTON ROADS AND NATIONAL DEFENSE

Because of its great natural harbor and equable climate, the various defense units of the Federal government have, as noted above, established huge installations at the Port of Hampton Roads and have placed great reliance upon the use of the harbor as a transshipment port for arms, supplies, and all the materiel of war so necessary in a modern emergency. Despite the huge Federal installations which exist at Hampton Roads, it has been necessary for the Federal services, and for the Army in particular, to utilize the commercial facilities of the port when an emergency has occurred. Evidence of the extent of this reliance is found in the official statistics of the Hampton Roads Port of Embarkation released after World War II. These statistics show that between July, 1942, when the Hampton Roads Port of Embarkation was activated, and V.J. Day, 7,379,592 weight tons of Army cargo moved out of the port and that of this total, only 2,472,822 tons were handled through the Federally-owned Army facilities; while 4,906,770 tons were handled through the privately-owned commercial facilities of the port. These commercial facilities existed and were available for this emergency use by [fol. 3711] the armed forces simply because private capital, principally railroad capital, had been invested and a concerted effort had been made by the transportation companies, marine service companies, and by public agencies to secure cargo through the port to support these facilities.

V.

EFFORTS TO INCREASE THE COMMERCE OF HAMPTON ROADS:

One of the agencies engaged in the above cooperative effort to promote the movement of commerce through the Port of Hampton Roads is the Virginia State Ports Authority, which maintains solicitation offices in New York, Chicago and Norfolk, as well as in Brussels, Belgium. The principal solicitation effort made by this agency is concentrated on waterborne traffic originating in or destined

to the inland rate area involved in this case. As stated above, the Port of Hampton Roads cannot exist, other than as a very minor port, on the general cargo traffic generated by the nearby territory.

As a matter of fact, the average cargo handlings per general cargo vessel arrival or sailing at Hampton Roads is so small that many ships now calling at the port are handling quantities of cargo that produce revenues only slightly in excess of port costs. Even though the total volume is small in actuality, and even smaller relatively, the commerce that moves through the port to and from differential territory is often the deciding factor in determining whether a vessel will or will not call at at Hampton [fol. 3712] Roads. Any decrease in the volume of that traffic would definitely result in the elimination of many vessel calls and force either the diversion to more northern ports of traffic originating in or destined to the nearby southern and southeastern areas or the competitive exclusion from foreign trade of producers and consumers located in that area.

If Hampton Roads is to be a major port at all; if the residents of the port area are to benefit to any great extent from the natural asset of its great harbor, and if facilities are to be available in the port in times of national emergency, the port must depend to a large extent upon cargo generated at a considerable distance from the port area.

In addition to the Virginia State Ports Authority, the Norfolk Port Authority constantly has men in the field attempting to promote the commerce of the port. Other local port agencies are working through advertising, correspondence, and occasional field trips, toward the same end. The principal railroads serving the port maintain well-staffed foreign freight departments for the same purpose. The Hampton Roads foreign freight forwarders, of whom there are only a few, and other service companies either employ staff members exclusively for solicitation work in the field or send their top men out into the field from time to time in the interest of developing commerce for the port. Considerable sums are spent on national advertising by many public and private agencies in behalf of [fol. 3713] the port. The budget of the Virginia State Ports

Authority alone, all of which is used to foster and stimulate the commerce of the port, is in excess of $400,000 a year. No stone is left unturned in the effort to secure for the port its fair share of traffic from the competitive area.

The area surrounding Hampton Roads, relatively undeveloped industrially, must depend upon the commerce of the port to maintain an economic level comparable to the economic level of other metropolitan area. The port is the area's greatest natural asset, and dependence upon the port has become accepted throughout the years. A recent survey by the Bureau of Population and Economic Research of the University of Virginia shows that, in the year 1956, approximately seven percent of all private employment and eight percent of all the wages paid by private industry within the Commonwealth were port generated; while comparable figures for the Hampton Roads areas alone were thirty percent and thirty-five percent, respectively. It is because the area is so dependent upon the port and its commerce to and from competitive areas that the Commonwealth of Virginia and the port municipalities are not only willing but obligated to put so much time, effort and money into the fostering and stimulating of commerce through the port.

VI.

EXISTING FACILITIES FOR GENERAL CARGO

Despite the great natural harbor at Hampton Roads [fol. 3714] and the great combined effort being exerted to stimulate the flow of commerce through the Port of Hampton Roads, the general cargo handled through the port moves in such small volume that it has not been necessary for the port to invest a great deal of money in building up facilities for the accommodation of that traffic. We know that reports have been issued to the effect that Hampton Roads possesses a large number of piers and many times that number of berths. These reports are truthful in the technical meaning of the word, but they portray a picture which is far from realistic. Many of the piers included in such reports were, at one time, useful piers for the handling of waterborne commerce, but conditions have so

changed that some of them are now scarcely more than old pilings running out from the shore line into mud flats. Actually, the useful deepwater general cargo piers at the Port of Hampton Roads can be counted on the fingers of your two hands, and the amount of general cargo moving through the port has not made it necessary to build any additional general cargo facilities in recent years.

VII.

THE CONSTRUCTION OF COASTWISE FACILITIES

During the last of the nineteenth century and at the start of this century, when the cost of domestic water transportation permitted the assessment of rates for carriage of goods by water which were substantially lower than the rates for carriage of goods by rail, many coastwise steam-[fol. 3715] ship lines and some of the Hampton Roads rail lines built substantial pier facilities at Hampton Roads for the accommodation of the coastwise trade. These facilities provided the southern rail lines with their long haul to their northern-most coastal termini; while they represented the only facilities directly served by the Pocahontas lines.

At the time the above facilities were constructed, the few vessels calling at Hampton Roads in the off-shore trade were able to utilize terminals having the same characteristics as those required for vessels in the coastwise trade; so that additional and separate facilities were not built for the accommodation of the few vessels employed in the off-shore trade. The first overseas service at Hampton Roads established in 1895 or 1897 by arrangements between Furness Withy and Company and The Chesapeake and Ohio Railway Company, and all off-shore vessels were handled at the already existing piers from that time until the end of World War I.

VIII.

THE CONSTRUCTION OF DEEPWATER FACILITIES

Coincident with the expansion of the coastwise trade to the full capacity of the piers, the size of vessels engaged

in the off-shore trade rapidly increased and cargo handling methods changed to such an extent that the coastwise piers became unsuitable for the working of these vessels. Alarmed by this situation, the City of Norfolk, just prior to our entry into World War I, acquired property [fol. 3716] on which to build piers to properly accommodate the offshore vessels. This site was taken over by the Federal Government and two four-berth piers with supporting warehouses constructed thereon. Undeterred, the City of Norfolk, at the end of the war, constructed a four-berth general cargo facility and a 750,000 bushel grain elevator on a nearby site. At about the same time, the Federal Government leased their eight-berth facility for commercial operation, and these twelve berths, between the World Wars, constituted the only new general cargo facilities added since the turn of the century.

At the conclusion of World War II, it became evident that the eight-berth Army Terminal could not be counted on as a commercial facility, and the Norfolk and Western Railway Company erected a four-berth facility which was put into operation in 1947. Since that time, two berths at the Hampton Roads Army Terminal have been made available for commercial operation. No additional general cargo facilities have been added since 1947, so that the two berths at the Army Terminal, plus the four berths completed by the Norfolk and Western in 1947, plus the 35 year old four berths completed by the City of Norfolk in 1922, constitute the only berths for the accommodation of ocean-going vessels which have been designed and added within the last more than fifty years. It is true that one two-berth facility of The Chesapeake and Ohio Railway Company was [fol. 3717] built in 1944, but it was simply a war-time emergency replacement, done in 73 days, of a 50 or more year old duplicate pier destroyed by fire.

IX.

EXISTING FACILITIES

The above ten general cargo berths are supplemented by berths designed fifty and more years ago and owned by the Norfolk and Western, Chesapeake and Ohio and South-

ern Railway Companies, such supplementary berths numbering six, eight and three respectively, for a total of seventeen supplementary berths. The combined total of the twenty-seven above berths constitute the total normally available for public use. As of January 1, 1957, the pier structures accounting for the twenty-five privately owned berths included in the above twenty-seven, had a total assessed value of only $2,407,500, and of this figure all but $889,400 represents the assessed value of the one four-berth facility completed in 1947.

The remaining deep-sea berths at the Port of Hampton Roads are either industrial berths for such commodities as petroleum, fertilizer and tobacco, or specialized berths for commodities such as coal, grain and ore. The industry-owned fertilizer and tobacco facilities do, from time to time, handle small quantities of general cargo for the public when prior arrangements have been made. The coal facilities are unsurpassed. The two grain elevators, owned [fol. 3718] or leased by private grain companies, have a capacity of only about four million bushels. Ore is presently being handled by means of gantries primarily designed for general cargo and heavy lifts; although the Chesapeake and Ohio Railway will shortly put into operation a modern ore pier capable of working three hatches at a time.

X.

POSITION OF THE VIRGINIA STATE PORTS AUTHORITY

The relatively small amount of general cargo tonnage that the Ports of Virginia are now handling from and to points in differential territory is an asset and a necessity to the existence of these ports. This tonnage is needed to supplement the tonnage from the south and is an important factor in attracting vessel calls. It is quite evident that, if we had no general cargo tonnage from differential territory, which could happen if the existing differentials were removed, we would lose much of our present ocean service, thus driving tonnage generated in southern territory to competing ports. With the loss of this tonnage,

there would be a deterioration in the economy of Virginia and in our existing facilities, with resultant disastrous effect in times of national emergency.

For the above reasons, and for the additional reasons outlined in testimony submitted by witnesses Campbell, Miller and Wakefield, the Virginia State Ports Authority is opposed to any change in the existing North Atlantic port rate differentials, and supports the railroads serving our ports and other interests in their endeavor to maintain the status quo.

[fol. 3719]

VERIFICATION

CITY OF NORFOLK
STATE OF VIRGINIA ss.
COUNTY OF .....

David S. Gendell, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

Signed: .....
David S. Gendell

Subscribed in my presence and sworn before me
by the affiant above named on this
Eleventh day of October, 1957

Emma G. Saunders
Notary Public

My commission expires December 21, 1958

[fol. 3720]

I.C.C. EXHIBIT No. 64

I. & S. Docket 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Horace L. Walker, 700 Travelers Building, Richmond, Virginia) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Verified Statement of A. STUART CAMPBELL
Research Economist

Virginia State Ports Authority
254 Granby Street
Norfolk 10, Virginia

[fol. 3721]

Before the

Interstate Commerce Commission

I. & S. Docket 6615

Equalization of Rates at North Atlantic Ports

Verified Statement of A. STUART CAMPBELL

Q. Please state your name, residence, occupation, and past experience.

A. My name is A. Stuart Campbell. I live in Norfolk, Virginia. I am employed by the Virginia State Ports Authority, Norfolk, Virginia, in the capaci y of Research Economist.

I have l en with the Virginia State Ports Authority as a Research Economist for about four years. During this period I have prepared monthly, quarterly and annual reports which show the movement of individual commodities in foreign trade through Virginia ports, and have made economic studies of various activities related to the commerce of the ports.

Prior to coming with the Virginia State Ports Authority, I was a research economist for three Federal agencies, the Tennessee Valley Authority, the Atomic Energy Commission, and the Public Housing Administration. My employment with these three agencies covered a period of about thi een years. Prior to that I was a college professor and [fol. 3722] director of research at the University of Florida for ten years. While there I taught courses in foreign trade and ocean shipping, and made many research studies in the fields of foreign and domestic trade, transportation, industrial development, and economic activities of many kinds. For a period I was a part-time consultant for the U.S. Maritime Commission.

My education consisted of four years at the Wharton School of Finance and Commerce, University of Pennsyl-

vania, and three years of graduate study at the University of Virginia. I received a B. S. degree in Economics from Pennsylvania, and M. S. and Ph. D. degrees from Virginia. My major course of study was foreign trade, and my master's and doctor's theses were in the field of foreign trade.

Q. Have you prepared any exhibits for this hearing?

A. I have prepared Exhibits V-1, V-2, V-3, V-4, and V-5 in their entirety. I have likewise prepared Exhibit VD-1, from export data which I had assembled, and import data which had been assembled by Mr. Nelson Bean, of the Delaware River Port Authority, and filed as Exhibit D-1 in this proceeding.

Q. Will you explain what is contained in Exhibit V-1.

A. Exhibit V-1 contains three tables. Table I shows detailed tonnages of each of the individual commodities exported annually for the years 1949 through 1955 from each of the following ports: Portland, Me., Boston, Albany, New York, Philadelphia (Delaware River), Baltimore, Hampton Roads, Norfolk, and Newport News. Table II shows the [fol. 3723] same data tabulated by commodities with consolidation of certain groups, for the same ports for the years 1930, 1935, 1939, and 1946 through 1948. Table III gives the total exports of the United States, and the net figures resulting from the exclusion of individual coal and grain classifications, for the years 1930, 1935, 1939, 1946 through 1955. The data in Tables I through III were taken from Waterborne Commerce of the United States, U.S. Army, Corps of Engineers.

Q. What was the purpose of preparing Exhibit V-1?

A. Exhibit V-1 was prepared for the purpose of having a complete statistical history and reference source of the export trade movement by individual commodities for each of the ports named in the preceding answer for the stated years. The detailed information in this exhibit can be used to trace the export tonnage movement of any commodity at specific ports annually for the years 1955 back through 1946, and in the prior years 1939, 1935, and 1930. Questions concerning the export movement in past years of specific commodities through specific ports can be answered from the tables in this exhibit.

Q. Please explain the arrangement of the tables in exhibit V-1.

A. Table I, Exhibit V-1, continues from Page 2 through Page 55. On Page 20 will be found the beginning of the section of this table devoted to the Port of New York. This section shows New York's exports annually for the years 1949 through 1955, tabulated by complete commodity listing, [fol. 3724] with selected commodities shown separately. The first column gives the code number of the commodity, which is used to designate it in statistical reports prepared by the Corps of Engineers, U.S. Army, and by the Foreign Trade Division, Bureau of the Census. The second column gives the commodity export, listed in the exact terminology used in official Federal trade reports, and arranged under the official group and sub-group classifications. The next seven columns are headed by the years, 1955 back through 1949, and contain the number of short tons of each commodity that was exported at New York in each of the years.

For example, Code No. 095 designates "Animal products, inedible, nec". On the title page of this exhibit there is a key to abbreviations, which explains that "nec" means "not elsewhere classified". The figures in the table indicate that 121,225 short tons of this commodity were exported at New York in 1949, 188,158 tons in 1952, and 282,564 tons in 1955, etc. In this section of Table I, Pages 20 through 24 contain export commodities, listed in order of code numbers, for all commodities exported from New York except coal and grains, with a sub-total of such commodity tonnages on Page 24. On Page 25 are listed the export tonnages of the various coal and grain accounts in each of the years, with a sub-total of these quantities. At the bottom of Page 25, a summary statement shows the sub-total of exports, less coal and grains, the sub-total of coal and grains, and the [fol. 3725] total exports of New York in each of the years. Other sections of Table I give the same data for the other North Atlantic ports.

Q. What does your next table contain?

A. Table II, which continues from Page 56 through Page 82, gives somewhat the same information concerning the exports of North Atlantic ports in 1948, 1947, 1946, 1939, 1935, and 1930, except that in many instances several com-

modities are grouped together, instead of being shown separately. This grouping of commodities had to be done in this table, as in most of the years shown the annual reports of the Corps of Engineers contained figures which were usually for commodity groups, with very few figures for individual commodities. On Page 65 the section devoted to New York begins. The first column shows the code number or numbers, as several are usually grouped together. Where there is a dash between code numbers, it means that all intermediate numbers between the lowest and highest are included. A comma after a code number indicates that only that commodity is included. In the second column will be found the commodity export, or group of commodity exports. The next six columns give the number of short tons exported from New York in each of the years, 1948, 1947, 1946, 1939, 1935, and 1930.

For example, Code Nos. 450-457 include all "Paper and related products" from Code No. 450 through 457. The exports of this commodity group from New York were: 78,048 tons in 1930, 144,574 tons in 1939, and 192,158 tons in 1948, [fol. 3726] etc. A sub-total of the annual export tonnage, excluding coal and grains, is shown on Page 66. On Page 67 there is another sub-total for coal and grains. At the bottom of Page 67, a summary statement shows the sub-total of exports less coal and grains, the sub-total of coal and grains, and the total exports of New York in each of the years. The same data for the other North Atlantic ports are shown in other sections of Table II.

Q. Describe the third table in this exhibit.

A. Table III, on Page 83, shows the tonnage of total exports of the United States each year from 1955 back through 1946, and in 1939, 1935, and 1930. This table likewise includes tonnages of individual coal and grain exports for each year, with the sub-total of these deducted from total exports, to give United States exports, less coal and grains.

Q. What is the next exhibit you have prepared?

A. Exhibit VD-1. This exhibit contains six summary tables which show the total exports, total imports, and total foreign trade of each North Atlantic port, the North Atlantic ports' total, the United States total, and the net figures resulting from the exclusion of specified bulk commodities.

The first three tables give tonnage figures for North Atlantic ports, and the last three tables show the percentage for each port, of the North Atlantic and United States totals, less the deduction of the bulk commodities: Exhibit VD-1 was based on Waterborne Commerce of the United States, U.S. Army, Corps of Engineers.

[fol. 3727] Q. What specified bulk commodities were deducted from the exports and imports, and why were these commodities deducted?

A. In Exhibit VD-1, coal and grains were deducted from the exports, and petroleum and ores from the imports. Coal is a bulk commodity which does not enter into this case, as there is no relation between the rates on coal to Hampton Roads and any of the other North Atlantic ports. Grains, petroleum, and ores are likewise bulk commodities, whose movements are affected by unusual conditions. Grains exported from North Atlantic ports are covered by a special rail rate differential. Most of the imported petroleum is refined near the ports, so is not transported by the railroads, and does not constitute traffic for them. The rates on iron ore are not involved in this proceeding.

There is another important reason for the omission of these commodities. Bulk commodities like the foregoing are low in value in proportion to their weight, are usually shipped in special cars, are handled in quantities with special equipment at individual, private terminals, and do not bring in nearly as much revenue per ton for the carriers, or income to the ports, as general cargo. General cargo includes that which is non-standardized with other cargo, hence requires a high degree of manual handling at a cost far exceeding the cost of the mechanical handling of bulk cargo, so that it leaves a greater income in the port. The income and wealth of a port are determined largely by the general cargo that goes through it. Thus, comparative [fol. 3728] figures restricted to the movement of general cargo through the respective ports, and excluding major bulk commodities, present a clearer picture than total trade figures, of the value to the ports of their foreign commerce. For the reasons given, the bulk commodities, coal, grains, petroleum, and ores are not included in the figures analyzed in this exhibit.

Q. Please explain the contents of the tables in Exhibit VD-1.

A. I should like first to explain the manner in which I shall analyze the tables.

Q. You may explain this.

A. In the testimony of New York Port Authority witness Jerome Gilbert, Pages 3 and 4, he testified as follows: "The greatest part of the decline (New York's) occurred in the period following World War II. New York's competitive share of United States oceanborne foreign trade has deteriorated during the past decade, with only one minor exception —that being during the Korean War. The decline in New York's competitive picture has occurred during the period of record volumes of foreign trade. As a result, the Port of New York's participation in the new trade that has developed in the post-World War II period has been less than 10 per cent, while competing ports have received the remaining 90 per cent. Because of the Port of New York's increasing inability to compete in new foreign trade, the trend [fol. 3729] line from 1946 to 1956, which is more steep than the years previous, is a true picture of what is occurring at the present time". The first post-World War II year was 1946, and throughout my testimony I shall make special reference to the trends in the foreign commerce of the North Atlantic ports from 1946 through the latest year for which our complete figures are available. I shall show that New York has fared far better than Hampton Roads since World War II.

Q. You may proceed with your testimony.

A. Table I, Exhibit VD-1, is devoted to exports. It shows the tonnage of total exports, coal and grains, and the export tonnage less coal and grains, of each North Atlantic port, combined figures for all North Atlantic ports, and figures for the United States, for each year from 1955 back through 1946, and for 1939, 1935, and 1930. Ports included are Portland, Me., Boston, Albany, New York, Philadelphia (Delaware River), Baltimore, and Hampton Roads.

Q. Does this table show anything of significance?

A. Yes. Table I shows that in 1946 the exports of New York, less coal and grains, were 8,507,145 short tons, whereas in 1955 these were 8,178,436 tons, a decrease of 328,709

tons. Between 1946 and 1955 the exports of Hampton Roads, less coal and grains, declined from 1,174,030 tons to 794,288 tons, a decrease of 379,742 tons, which was greater than the loss of New York. Moreover, this loss was more serious than that of New York, because the net export tonnage of [fol. 3730] Hampton Roads is so much smaller. In 1946, Hampton Roads' exports, less coal and grains, were 13.8 per cent of New York's exports, less coal and grains, while in 1955, the tonnage of Hampton Roads' net exports had dropped to 9.7 per cent of the net exports of New York.

The net export tonnage of Boston increased between 1946 and 1955 from 191,307 tons to 435,117 tons, an increase of 243,810 tons, while Albany's net tonnage increased from 6,680 tons to 87,776 tons between these years, an increase of 81,096 tons.

Between 1946 and 1955 there was a slight increase in exports, less coal and grains, for the United States, and a slight decrease for the combined North Atlantic ports, which was 5.1 per cent. New York's decrease was less, 3.9 per cent, while Hampton Roads' net exports declined 32.2 per cent. The percentage decline for Hampton Roads' net exports was thus eight times as great as for New York. These figures in Table I show that the export decline suffered by New York since World War II was not shared by ports to the north, and was more serious for the North Atlantic ports to the south, especially Hampton Roads.

Q. What is the next table you have prepared?

A. Table II, which deals with imports. This table shows the tonnage of total imports, petroleum and ores, and the import tonnage less petroleum and ores, of each North Atlantic port, combined figures for all North Atlantic ports, [fol. 3731] and figures for the United States, for each year from 1955 back through 1946, and for 1939, 1935, and 1930. The same ports are included as in Table I.

Q. Is there anything of importance that is shown by this table?

A. Yes. Table II shows that the imports of New York, less petroleum and ores, increased from 5,890,592 short tons in 1946 to 8,434,065 tons in 1955, an increase of 2,543,473 tons. Between 1946 and 1955 the imports of Hampton Roads, less petroleum and ores, increased from 638,596 tons

to 1,142,812 tons, an increase of only 504,216 tons, which was just one-fifth the net import tonnage increase of New York. The increase in net import tonnage between 1946 and 1955 was 913,937 tons for Philadelphia, and 833,755 tons for Baltimore, which were both very much smaller than New York's gain.

The percentage gain for New York in net imports between 1946 and 1955 was 43.2 per cent, which was more than double the United States' gain of 19.1 per cent during this period. Between 1946 and 1955 net imports at Boston increased from 1,012,204 tons to 1,408,359 tons, an increase of 396,155 tons, and at Albany they increased from 53,716 tons to 258,995 tons, an increase of 205,279 tons. Table II shows that since World War II New York has enjoyed an import increase that was five times greater than that at Hampton Roads, and almost three times as great as that at Baltimore and Philadelphia, and percentagewise, was more than double [fol. 3732] the national increase in imports.

Q. What is your next table?

A. Table III, which covers combined exports and imports, or total foreign trade. This table shows the combined exports and imports of each North Atlantic port, the North Atlantic total, and the United States total, with coal and grains excluded from the exports and petroleum and ores from the imports. The same ports and years are covered as in Tables I and II.

Q. What is significant about this table?

A. The combined exports and imports of New York, less coal, grains, petroleum, and ores, increased from 14,397,737 short tons to 16,612,501 tons between 1946 and 1955, an increase of 2,214,764 tons. The imports at Hampton Roads, less the same exclusions, increased from 1,812,626 tons to 1,937,100 tons in 1955, an increase of only 124,474 tons, or 5.6 per cent of New York's increase. In 1946, the combined exports and imports of Hampton Roads, less the exclusions, comprised 12.6 per cent of New York's figure, while in 1955 this had dropped to 11.6 per cent.

Between 1946 and 1955 Philadelphia's net foreign trade increased 268,625 tons, and Baltimore's net trade 1,168,910 tons. New York's increase was thus about nine times that of Philadelphia, and twice that of Baltimore. Boston's net

foreign trade increased from 1,203,511 tons in 1946 to 1,843,476 tons in 1955, an increase of 639,965 tons, while [fol. 3733] Albany's net foreign trade increased from 60,396 tons to 346,771 tons between these years, an increase of 286,375 tons.

Percentagewise, the net foreign trade of New York increased 15.4 per cent between 1946 and 1955, which was twice the national increase of 8.3 per cent, and over twice the increase of Hampton Roads, 6.8 per cent. Table III shows that the foreign trade of New York has fared much better since World War II than the foreign trade of Hampton Roads, Baltimore, or Philadelphia, with a net foreign trade tonnage gain almost twenty times that of Hampton Roads, nine times that of Philadelphia, and twice that of Baltimore, and with a percentage gain over twice that of Hampton Roads.

Q. What is the next table you have prepared?

A. This is Table IV, which shows the percentage that the total exports of each North Atlantic port, less coal and grains, comprises of the total combined exports of the North Atlantic ports, and of the United States, for the years that were covered in the other tables.

Q. What do you propose to show from this table?

A. In 1946, New York's percentage of the combined exports of the North Atlantic ports, less coal and grains, was 59.6 per cent, and in 1955 it was 60.4 per cent, a gain of .8 per cent of the total and 1.3 per cent relatively, in this period. Between 1946 and 1955, Hampton Roads' percentage of the combined North Atlantic exports, less coal and grains, declined from 8.2 per cent to 5.9 per cent, a loss of [fol. 3734] 2.3 per cent of the total and 28.8 per cent relatively. Boston's percentage increased from 1.3 per cent to 3.2 per cent, and Albany from .05 per cent to .65 per cent. Thus, while New York's percentage of the combined exports of the North Atlantic ports, less coal and grains, was increasing by 1.3 per cent, Hampton Roads' share was decreasing by 28.8 per cent.

Between 1946 and 1955 New York's percentage of United States exports, less coal and grains, declined slightly, from 16.6 per cent to 15.6 per cent, a loss of 1.0 per cent of the total and 6.1 per cent relatively. During the same period

Hampton Roads' share of the United States net exports declined from 2.3 per cent to 1.5 per cent, a loss of 1.8 per cent of the total and 34.1 per cent relatively. Boston's share rose from .4 per cent to .8 per cent, and Albany's share from .01 per cent to .17 per cent. These figures show that while New York's share of United States exports, less coal and grains, was decreasing between 1946 and 1955 by 6.1 per cent, Hampton Roads' share decreased by 34.1 per cent, or almost six times as much.

Q. What is your next table?

A. Table V is the next table. It shows the percentage that the total imports of each North Atlantic port, less petroleum and ores, comprises of the total combined imports of the North Atlantic ports, and of the United States, for the period that was covered in the other tables.

Q. What is indicated by the table?

[fol. 3735] A. In 1946, New York's percentage of United States' imports, less petroleum and ores, was 20.7 per cent, and in 1955 it had risen to 24.9 per cent, a gain of 4.2 per cent of the total. Hampton Roads' percentage of the United States imports, less petroleum and ores, was 2.2 per cent in 1946, and 3.4 per cent in 1955, a gain in the period of 1.2 per cent of the total. Philadelphia's share increased from 6.1 per cent to 7.8 per cent, a gain of 1.7 per cent of the total. Baltimore's share increased from 2.9 per cent to 4.9 per cent, a gain of 2.0 per cent of the total. Boston's share increased from 3.6 per cent to 4.2 per cent, and Albany's share from .2 per cent to .8 per cent. This table shows that New York's share of United States imports, less petroleum and ores, showed a percentage increase between 1946 and 1955 which was almost four times as great as that of Hampton Roads, almost three times as great as that of Philadelphia, and over twice that of Baltimore.

Q. I believe you have one more table in this exhibit.

A. That is correct. I have Table VI, which shows the percentage that the total combined exports and imports of each port, less coal and grains from the exports, and petroleum and ores from the imports, comprises of the total combined exports and imports of the North Atlantic ports, and of the United States, less these same exclusions, for the period 1955 back to 1946, and for 1939, 1935, and 1930.

Q. What do you intend to prove by Table VI?

A. In 1946, New York's share of the combined exports [fol. 3736] and imports of the North Atlantic ports, less coal, grains, petroleum, and ores, was 58.7 per cent, and in 1955, 56.9 per cent, a relative decline of 3.1 per cent. Between 1946 and 1955 Hampton Roads' share of the combined exports and imports of the North Atlantic ports, less coal, grains, petroleum, and ores, declined from 7.4 per cent to 6.6 per cent, a relative decline of 10.3 per cent. Boston's share increased from 4.9 per cent to 6.3 per cent, and Albany's share from .25 per cent to 1.19 per cent.

Between 1946 and 1955, New York's share of the combined exports and imports of the United States, less coal, grains, petroleum, and ores increased from 18.1 per cent to 19.3 per cent of the total, a relative increase of 6.5 per cent. Between 1946 and 1955, Hampton Roads' share of the combined exports and imports of the United States, less coal, grains, petroleum, and ores, decreased from 2.3 per cent to 2.2 per cent of the total, a relative decrease of 1.3 per cent. Boston's share increased from 1.5 per cent to 2.1 per cent, while Albany's share rose from .07 per cent to .40 per cent.

This table shows that between 1946 and 1955, although New York's share of the combined North Atlantic exports and imports, less coal, grains, petroleum, and ores, declined, Hampton Roads' share declined over three times as much. Also, that between 1946 and 1955, while New York's share of the combined United States exports and imports, less coal, grains, petroleum, and ores, was increasing 6.5 per [fol. 3737] cent, Hampton Roads' share declined.

Q. What is your conclusion from Exhibit VD-1?

A. Exhibit VD-1 demonstrates that the claim of New York representatives in their testimony that New York and ports to the north have suffered a greater foreign trade decline since World War II than North Atlantic ports to the South of New York is not borne out by the facts, but on the contrary, New York's foreign trade has prospered more than that of Hampton Roads, Baltimore, and Philadelphia since World War II.

Q. What is the next exhibit you wish to present?

A. This is Exhibit V-2.

Q. What does this exhibit contain?

A. Exhibit V-2 contains seven tables, and seven charts. The first five of the tables show comparative foreign trade figures for New York and Hampton Roads, with their relationship to total United States and North Atlantic foreign trade. One of the tables gives, for each port in each year, the tonnage of the bulk commodities excluded in the trade comparisons. The remaining table shows the foreign trade tonnage increases since World War II of ports throughout the nation, other than in the North Atlantic area.

Six of the charts show graphs which indicate the comparative trends of foreign trade at New York and Hampton Roads in the post-war period. The last chart gives comparative foreign trade tonnage figures, with coal deducted, for New York and Hampton Roads. The figures in Exhibit [fol. 3738] V-2 were based on data from the annual reports of the Corps of Engineers, U. S. Army.

Q. You may proceed with your discussion of Exhibit V-2.

A. Table I gives data for New York, Hampton Roads, and the United States which show total exports, less coal and grains, for the years 1955 back through 1946, and for the years 1939, 1935, and 1930. Percentages have been worked out which show New York's and Hampton Roads' share of total United States exports, and these exports, less the excluded commodities. These percentages show that between 1946 and 1955, when coal and grains are deducted, the decrease in net exports was substantially greater at Hampton Roads than at New York. New York's net exports declined from 16.6 per cent to 15.6 per cent of the United States total, or by 6.0 per cent, while Hampton Roads' net exports declined from 2.3 per cent to 1.5 per cent, or by 34.8 per cent, which was almost six times as much.

Q. What is your next table?

A. Table II gives the same data for New York and Hampton Roads as Table I, but compares their export trade with the total for the North Atlantic ports. The percentages in this table show that, between 1946 and 1955,

the exports of New York, less coal and grains, actually increased, while the net exports of Hampton Roads dropped sharply. New York's net exports increased from 59.6 per cent to 60.4 per cent of the North Atlantic total, a relative [fol. 3739] increase of 1.3 per cent, while Hampton Roads' net exports decreased from 8.2 per cent to 5.9 per cent, a relative decrease of 28.0 per cent.

Q. Present your next table.

A. Table III is the next table. It contains data for New York, Hampton Roads, and the United States which show total combined exports and imports, less coal and grains from the exports, and petroleum and ores from the imports, for the years 1955 back through 1946, and for the years 1939, 1935, and 1930. Percentages indicate the share of New York and Hampton Roads of the United States figures. These percentages show that, between 1946 and 1955, New York's combined exports and imports, less bulk commodity deductions, increased, while during this same period Hampton Roads' combined exports and imports, less deductions, declined. New York's net foreign trade increased from 18.1 per cent to 19.3 per cent of the United States total, a relative increase of 6.6 per cent, while Hampton Roads' net foreign trade decreased from 2.3 per cent to 2.2 per cent, a relative decrease of 4.3 per cent.

Q. Proceed with your next table.

A. Table IV gives the same data for New York and Hampton Roads as Table III, but compares their foreign trade with the total for the North Atlantic ports. The percentages in this table show that, between 1946 and 1955, the combined exports and imports of New York, less coal, grains, petroleum, and ores, declined from 58.7 per cent to [fol. 3740] 56.9 per cent, or by 3.1 per cent of the North Atlantic total, while the same trade for Hampton Roads declined from 7.4 per cent to 6.6 per cent, or by 10.2 per cent. Between 1946 and 1955, Hampton Roads' share of the North Atlantic total foreign trade, less bulk commodity deductions, thus decreased three times as much as New York's share of this trade.

Q. What does your next table contain?

A. Table V contains data for New York, Hampton Roads, the United States, and the North Atlantic ports, showing

the tonnage of total combined exports and imports, less coal, for the years 1955 back through 1946, and for 1939, 1935, and 1930.

Q. What is significant about the information in this table?

A. Table V contains some very important figures. An examination of it will show that in 1946 the total foreign trade, less coal, of New York was 22,522,593 short tons, whereas in 1955 this figure had reached 38,865,985 tons. This was an increase of 16,343,392 tons of total foreign trade, minus coal, since World War II. In contrast, the total foreign trade, less coal, at Hampton Roads increased from 2,700,580 tons to 6,433,426 tons between 1946 and 1955, an increase of only 3,732,846 tons. Coal is not involved in this case, so a comparison of total trade movements, with coal excluded, is correct procedure. This comparison shows that, since the Second World War, in a period in which [fol. 3741] representatives of New York claim that its foreign trade was dwindling away and that the foreign trade of North Atlantic ports to the south was faring much better, New York's tonnage gain in total foreign trade, less coal, actually increased four and one-half times more than that of Hampton Roads.

Q. What does your next table contain?

A. Table VI gives the respective tonnages of each of the four bulk commodities that were deducted from total foreign trade to arrive at net foreign trade figures which would be comparable as between the various ports involved in this hearing. These tonnage figures are given for each of the bulk commodities exported or imported at each of the North Atlantic ports, in the years 1955 back through 1946, and for 1939, 1935, and 1930.

The purpose of this table is to supply ready reference figures for the tonnages of coal, grains, petroleum, and ores exported or imported at each North Atlantic port, for the years covered by the exhibit.

Q. I believe you have one more table in this exhibit.

A. Table VII shows foreign trade tonnages in 1946 and 1955 at representative ports away from the North Atlantic area, with percentage changes in the volume of trade between these years. Areas represented in the table are the

South Atlantic, Gulf, Pacific Coast, and Great Lakes. Export and import tonnages are given for six ports in each of these areas, or for twenty-four ports.

[fol. 3742] All of these ports had a gain in foreign trade tonnage between 1946 and 1955. The tonnage gain of four of the ports exceeded 400 per cent; the tonnage gain of eleven of the ports exceeded 100 per cent; for eighteen of the ports the tonnage gain exceeded 50 per cent; and for twenty-one of the ports the tonnage gain exceeded 25 per cent.

This table was prepared to show that ports all over the nation, in areas other than the North Atlantic area, have increased their foreign trade substantially since World War II. The representatives of New York have attempted to attach great significance to the fact that New York's share of total United States foreign trade was declining, and infer that the North Atlantic ports south of New York were gaining what New York was losing. This table shows a substantial increase in foreign trade in areas other than the North Atlantic area. It leads to the conclusion that a large part of the increase in the foreign trade tonnage of the United States since World War II has been outside of the North Atlantic area. This being the case, the contention of representatives of New York that its declining share of United States foreign trade has been taken by the North Atlantic ports to the south is without foundation.

Q. Does this complete your discussion of the tables this exhibit?

A. It does. There are seven charts in Exhibit V-2, which I would now like to present. The first six of these are [fol. 3743] graphs which show comparative curves for New York and Hampton Roads, indicating for each the percentage of the United States and North Atlantic totals, in the years 1946 through 1955. The seventh chart gives curves based on tonnage figures for the same ports during the same years.

Chart 1 shows the curves of the percentage of United States exports, less coal and grains, that apply to New York and Hampton Roads, between 1946 and 1955. These curves emphasize that New York's total was about seven times as great as Hampton Roads in 1946, and had increased to

over ten times as much in 1955. There was a slight overall decline for New York, and a sharp decline for Hampton Roads.

Chart 2 shows the same kind of percentage curves as Chart 1, but indicates the share of New York and Hampton Roads in total North Atlantic trade. Here again New York's curve was about seven times that of Hampton Roads at the beginning of the period, and over ten times as great at the period's end. New York's percentage curve actually showed an increase, while that of Hampton Roads decreased sharply.

Chart 3 shows percentage curves which indicate that New York's share of United States imports, less petroleum and ores, was about nine times as great as Hampton Roads in 1946, and somewhat less in 1955. The percentage curves for both increased during the period.

Chart 4 shows the same kind of percentage curves as Chart 3, with the North Atlantic total substituted for the [fol. 3744] United States total. New York's curve was about nine times that of Hampton Roads at the beginning of the period, and less at the end.

Chart 5 gives percentage curves which indicate the share of combined United States exports and imports, less coal and grains from the exports and petroleum and ores from the imports, that was represented by the trade of New York and Hampton Roads. New York's curve was eight times that of Hampton Roads in 1946 and nine times as great in 1955. Over the period New York's curve increased, while Hampton Road's curve declined.

Chart 6 gives the same kind of percentage curves as Chart 5, but indicates the share of the North Atlantic total. New York's curve was eight times that of Hampton Roads at the beginning of the period, and almost nine times as much at the end. Both curves declined, but the relative decline of Hampton Roads' curve was greater.

Chart 7 shows curves indicating the tonnage of exports and imports, less coal, of New York and Hampton Roads, annually from 1946 through 1955. This chart shows rather convincingly that New York's tonnage increased by sixteen and one-third million tons during this period, while Hamp-

ton Roads' tonnage increased by only three and two-thirds million tons. This would appear to be a further indication that the contention that New York's foreign trade is suffering, while that of the North Atlantic ports to the south is [fol. 3745] prospering, is in error. This chart clearly shows that New York's foreign commerce, less coal, which is not involved in this hearing, increased four and one-half times as much as the commerce of Hampton Roads, since World War II.

Q. What is your next exhibit?

A. Exhibit V-3 is my next exhibit.

Q. What is contained in this exhibit?

A. Exhibit V-3 contains twelve tables, which show the value per ton of exports, imports, and total foreign trade, with various deductions of designated commodities, at each of the principal North Atlantic ports, during the years 1955 and 1946. The data to prepare these tables were taken from coded reports of the Foreign Trade Division, Bureau of the Census, U. S. Department of Commerce. The tonnage figures issued by the Census Bureau are slightly different from those released by the Corps of Engineers, which were used in my other exhibits.

Q. Proceed with an explanation of your first table.

A. Table 1 is a summary table showing the value per ton of exports, imports, and total foreign trade, in 1955 and 1946, at the following North Atlantic ports: Norfolk, Newport News, Hampton Roads, Baltimore, Philadelphia (Delaware River), New York, Boston, and Portland, Me. Figures are likewise shown for the combined foreign commerce of Hampton Roads, Baltimore, and Philadelphia. This table gives the value per ton of the commerce without [fol. 3746] any commodity deductions. The table brings out some significant facts. In 1955, the value per ton of exports was $479 at New York, and only $24 at Hampton Roads, $68 at Baltimore, and $97 at Philadelphia. This would indicate that New York's exports are of a far more valuable kind, and bring in far more income to the port, tonnagewise, than those of the ports to the south.

In fact, in 1955 each ton of exports at New York was worth about twenty times as much as at Hampton Roads. Between 1946 and 1955, the value per ton of exports dropped

at Hampton Roads, from $82 to $24, but increased at New York, from $334 to $479. In 1955, the value per ton of imports was $123 at New York, and just $40 at Hampton Roads, $23 at Baltimore, and $22 at Philadelphia. The value per ton of imports at New York was thus three times as great as at Hampton Roads, and over five times as great as at Baltimore and Philadelphia. In 1955, total foreign trade had a value per ton of $195 in New York, compared with $26 at Hampton Roads, $29 at Philadelphia, and $38 at Baltimore. New York's total foreign commerce thus had a value per ton in 1955 of about eight times that of Hampton Roads, and six and one-half times that of Hampton Roads, Baltimore, and Philadelphia *combined*. This eight-to-one, and six-and-one-half-to-one superiority in value per ton of foreign trade, which New York holds over the ports to the south, should be given great weight in any appraisal of tonnage changes at the ports.

[fol. 3747] Q. What is your next table?

A. Table II shows the foreign trade value per ton, after the deduction of coal and grains from the exports and petroleum and ores from the imports, for the North Atlantic ports in 1955 and 1946. This table indicates that the value per ton of 1955 exports at Hampton Roads was slightly higher than at New York, but this was due largely to tobacco exports, of which there is only a very small quantity from differential territory, so that this commodity hardly enters into this hearing. The 1955 value per ton of exports at Hampton Roads, Baltimore, and Philadelphia *combined*, $247 per ton, was less than one-half the value per ton at New York, $504. New York's value per ton of 1955 imports, $388, was over three times that of Hampton Roads, which was $114; Baltimore, $129; Philadelphia, $129; or these three ports *combined*, $126. The value per ton of 1955 total foreign trade at New York, $444, was considerably higher than at Hampton Roads, which was $287 (including tobacco); Baltimore, $164; Philadelphia, $145; or the three ports *combined*, $180. Between 1946 and 1955 the value per ton of total foreign trade increased substantially at New York, while it decreased at Hampton Roads.

Q. What does your next table show?

A. Table III is a summary table which shows the trade value per ton, less coal, grains, and tobacco from the exports and petroleum and ores from the imports, for the [fol. 3748] North Atlantic ports in 1955 ad 1946. In this table tobacco has been deducted from the exports, in addition to coal and grains. This shows a value per ton for 1955 exports of $241 at Hampton Roads, $189 at Baltimore, $172 at Philadelphia, and $189 for these three ports *combined*, all of which are less than one-half of the value per ton at New York, $503. The value per ton of imports was the same as in Table II. The value per ton of 1955 total foreign trade was $443 at New York, and about one-third at the other ports, or $153 at Hampton Roads, $162 at Baltimore, $145 at Philadelphia, and $153 at these three ports *combined*. Hence, it should be remembered that, with coal, grains, tobacco, petroleum, and ores excluded, the value of each ton of foreign commerce at New York is approximately three times that at Hampton Roads, Baltimore, and Philadelphia.

Q. What is included in your next table?

A. Table IV is a summary table which shows the value per ton of unmanufactured tobacco exported from the North Atlantic ports in 1955 and 1946. As most of this tobacco is exported from Hampton Roads, the high value per ton, $1,142, should be borne in mind in an analysis of the foreign commerce of this port at this hearing. As such a small quantity of tobacco comes from differential territory, it should receive only minor consideration in the appraisal of the value of the port's commerce.

Q. Discuss your next table.

[fol. 3749] A. Table V gives the total value, total tonnage, and value per ton of exports, imports, and total foreign trade, at each of the North Atlantic ports in 1955. In this table no commodities are deducted. The total value figures are significant. The value of the 1955 exports of New York, $3,544,000,000, was more than twice the value of the *combined* exports of Hampton Roads, Baltimore, and Philadelphia, which was $1,641,777,000. The value of the 1955 imports of New York, $3,619,400,000, was almost three times the value of the *combined* imports of Hampton Roads, Baltimore, and Philadelphia, $1,370,653,000. The value of

the 1955 total foreign trade of New York, $7,163,400,000, was almost two and one-half times the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, $3,012,430,000. This would not seem to indicate that the foreign commerce of New York is suffering in competition with the North Atlantic ports to the south.

Q. Present your next table.

A. Table VI gives the same information as Table V, but for the year 1946. The total value figures in this table show that New York's 1946 exports, $3,932,657,000, were about three and one-half times as great as the value of the *combined* exports of Hampton Roads, Baltimore, and Philadelphia, which were $1,112,557,000. The value of the 1946 imports of New York, $2,039,637,000, was about four and one-half times the value of the *combined* imports of [fol. 3750] Hampton Roads, Baltimore, and Philadelphia, $446,676,000. This value of the 1946 total foreign trade of New York, $5,972,294,000, was almost four times the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, $1,559,233,000.

Q. What is your next table?

A. Table VII gives the same kind of information that was contained in Table V, except that coal and grains are deducted from the exports, and petroleum and ores from the imports. With these deductions, the 1955 exports of New York had a total value of $3,522,290,000, which was three and one-half times as great as the value of the *combined* exports of Hampton Roads, Baltimore, and Philadelphia, $1,069,767,000. The 1955 imports of New York, less deductions, were valued at $2,995,271,000, which was over four times the value of the *combined* imports of Hampton Roads, Baltimore, and Philadelphia, $670,495,000. The 1955 total foreign trade of New York, less deductions, was valued at $6,517,561,000, which was almost four times the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, $1,740,262,000. The figure in this table include tobacco, or the comparison with New York would be even more unfavorable.

Q. Proceed with your next table.

A. Table VIII gives the same data as Table VII, but for the year 1946. In that year exports, less the stated deduc-

tions, were valued at $3,907,042,000, or about four and [fol. 3751] one-half times as great as the value of the *combined* exports of Hampton Roads, Baltimore, and Philadelphia, $882,803,000. The 1946 imports of New York, less deductions, had a value of $1,944,053,000, or about six times the value of the *combined* imports of Hampton Roads, Baltimore, and Philadelphia, $334,238,000. The 1946 total foreign trade of New York, less deductions, was valued at $5,851,095,000, which was almost five times the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, $1,217,041,000.

Q. What is the next table you have?

A. Table IX contains information which is similar to that in Table VII, except that unmanufactured tobacco is deducted from the exports, in addition to coal and grains. Petroleum and ores are likewise deducted from the imports. This shows the value of New York's 1955 exports, less deductions, to have been $3,512,097,000, which was almost five times the value of the *combined* exports of Hampton Roads, Baltimore, and Philadelphia, $769,926,000. The value of New York's 1955 imports, less deductions, was the same as in Table VII, over four times the *combined* import value of the three ports to the south. New York's 1955 total foreign trade, less deductions, was valued at $6,507,368,000, which was more than four and one-half times as great as the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, $1,440,421,000. These figures would appear to refute the claim of New York representatives, [fol. 3752] that the foreign trade of that port is being taken by the three North Atlantic ports to the south. The figures show that New York's foreign trade, less justifiable commodity deductions, had a value in 1955 that was over four and one-half times as much as its three rival ports *combined.*

Q. What is your next table?

A. Table X gives the same data as Table IX, except that the figures are for 1946. In that year exports, less the deductions, were valued at $3,885,677,000 at New York, which was about six times the value of the *combined* exports at Hampton Roads, Baltimore, and Philadelphia, $626,573,000. The 1946 imports of New York, less deductions, had a value of $1,944,053,000, which was six times the value of the

combined imports at Hampton Roads, Baltimore, and Philadelphia, $334,238,000. The 1946 total foreign trade of New York, less deductions, valued at $5,829,730,000, was also about six times as great as the value of the *combined* foreign trade of Hampton Roads, Baltimore, and Philadelphia, which was $960,811,000.

Q. What table will you discuss next?

A. Table XI gives the total value, tonnage, and value per ton of exports of unmanufactured tobacco from each of the North Atlantic ports, in 1955. The significant figures in this table indicate that in 1955, 257,128 short tons of tobacco were exported from Hampton Roads, which had a total value of $293,695,764. As has been mentioned, tobacco [fol. 3753] hardly enters into this hearing. Hence, the tonnage and value of tobacco exports might be excluded from comparative figures considered at the hearing.

Q. I believe you have one more table in this exhibit.

A. Table XII is the last table in Exhibit V-3. It contains information similar to that in Table XI, except that the figures are for 1946. This table shows that 267,713 short tons of unmanufactured tobacco, having a value of $246,289,516, were exported from Hampton Roads in 1946. The 1946 quantity exported was larger than in 1955, but the value in the latter year was greater, due mostly to the increase in the price level, but partly to the export of a higher quality of tobacco.

Q. What is your next exhibit?

A. This is Exhibit V-4, which consists of one statistical table. It is a summary statistical table which gives a comparison of the foreign trade of New York and Hampton Roads for the calendar years 1956 and 1955. It is based on figures prepared by the Corps of Engineers, U. S. Army.

Q. What do you intend to demonstrate with this exhibit?

A. I intend to prove that the foreign commerce of New York, which I have shown in former exhibits has fared much better than the North Atlantic ports to the south in the period following World War II, has continued to fare much better than Hampton Roads in 1956.

Q. Proceed with your discussion.

[fol. 3754] A. The table which comprises Exhibit V-4 gives the following data in short tons for New York and

Hampton Roads in 1956 and 1955: total foreign trade, total exports, total imports, coal exports, grain exports, petroleum imports, and ore imports. From these figures other significant tonnages are derived, which are: exports less coal and grains; imports less petroleum and ores; total trade less coal, grains, petroleum, and ores; exports less coal; and total trade less coal.

The table shows that in 1956, as compared with 1955, the exports of New York, less coal and grains, increased by 220,411 tons, while the net exports of Hampton Roads increased by only 34,464 tons. New York thus increased its net exports by 185,947 tons more than Hampton Roads in 1956. The tonnage increase in net exports was thus six and one-half times as great at New York as at Hampton Roads. In 1956, compared with 1955, New York's imports, less petroleum and ores, increased by 98,391 tons, but the net imports of Hampton Roads decreased by 86,975 tons. New York's gain over Hampton Roads in net imports was therefore 185,366 tons in 1956. In 1956, compared with 1955, New York's total trade, less coal and grains from the exports and petroleum and ores from the imports, increased by 318,802 tons, but the net total trade of Hampton Roads decreased by 52,511 tons. New York's gain over Hampton Roads in net total trade was thus 371,313 tons in 1956.

[fol. 3755] In 1956, New York's exports, less coal, were 532,995 tons more than in 1955, while in 1956 Hampton Roads' exports, less coal, were only 40,712 tons more than in 1955. New York's exports, less coal, thus had a gain in 1956 which was 492,283 tons more than Hampton Roads. New York's 1956 gain in exports, less coal, was therefore thirteen times as great as that of Hampton Roads. In 1956, New York's total trade, less coal, increased by 1,943,113 tons over 1955, while Hampton Roads' increase in total trade, less coal, was 642,371 tons. New York's total trade, less coal, thus increased by 1,300,742 tons more than Hampton Roads in 1956. New York's 1956 gain in total trade, less coal, was therefore more than three times as great as that of Hampton Roads.

To sum up, New York's tonnage gains over Hampton Roads in 1956 over 1955 were:

Exports less coal and grains	185,947 tons
Imports less petroleum and ores	185,366 tons
Total Trade less coal, grains, petroleum, ores	371,313 tons
Exports less coal	492,283 tons
Total trade less coal	1,300,742 tons

The conclusion from these figures is inescapable. In 1956, New York's foreign commerce gains were much greater than those of Hampton Roads, just as the foreign trade gains of New York exceeded those of Hampton Roads during the entire period following World War II.

Q. Do you have any more exhibits to present?

A. I have one more exhibit, which is Exhibit V-5. This exhibit is one statistical table, which shows a comparison [fol. 3756] of the respective shares that the foreign commerce of New York and Hampton Roads comprised of the total value and total volume of United States foreign commerce in 1956.

Q. What does this table contain?

A. The table which is Exhibit V-5 gives data for 1956, which were obtained from the Foreign Trade Division, Bureau of the Census, U. S. Department of Commerce. It should be borne in mind that these tonnage figures vary somewhat from those prepared by the Corps of Engineers, U. S. Army, which are generally higher. The table shows the 1956 tonnage and value of exports, imports, and total foreign trade of the United States, New York, and Hampton Roads. Then, it shows the percentage of the tonnage and value of United States exports, imports, and total foreign trade that is comprised by the foreign trade of New York and Hampton Roads.

Q. What do the figures in this table prove?

A. The percentage figures in the table are very significant and revealing. They show that in 1956, New York had 5.5 per cent of the export tonnage of the Nation, but the value of these exports was 37.2 per cent of the total value of United States exports. In this same year Hampton Roads had 30.5 per cent of the Nation's export tonnage, but its value was only 7.9 per cent of the total value of United States exports. New York's share of the Nation's

import tonnage was 18.8 per cent, but its value was 41.1 per cent of the total value of United States imports. Hamp-
[fol. 3757] ton Roads' share of the Nation's import tonnage was 3.2 per cent, but its value was 2.2 per cent of the total value of United States imports. The tonnage of New York's total foreign trade comprised 12.4 per cent of the total for the Nation, but the value of this trade was 38.9 per cent of the value of the United States total foreign trade. In marked contrast, the tonnage of the total foreign trade at Hampton Roads comprised 16.2 per cent of the total for the Nation, but its value comprised only 5.3 per cent of the value of United States total foreign trade.

Thus, it is shown that in 1956 New York's percentage of the value of United States total foreign trade was over three times its percentage of the tonnage. At the other extreme, Hampton Roads' percentage of the value of United States total foreign trade was only one-third its percentage of the tonnage. New York's total foreign trade therefore had a value per ton which was over nine times that of Hampton Roads in 1956.

With New York's foreign commerce having a value per ton which is so much higher than the value per ton of competitive North Atlantic ports, it is not surprising that the representatives of the Port of New York preferred to make trade comparisons on a tonnage basis. In fact, if all the port comparisons of foreign trade movements in this hearing were made on a value-of-trade basis, the northern North Atlantic ports would have great difficulty in preparing a case.

[fol. 3758] Q. Have you anything more to add to your testimony?

A. Yes. I wish to summarize some of the evidence presented in my testimony. The facts and figures presented in this testimony clearly refute the statements made by Jerome Gilbert, Trade Economist of the New York Port Authority. On Pages 3 and 4 of his testimony, Mr. Gilbert states that "The greatest part of the decline (New York's) occurred in the period following World War II. New York's competitive share of United States oceanborne foreign trade has deteriorated during the past decade, with only one minor exception—that being during the Korean

War. The decline in New York's competitive picture has occurred during the period of record volumes of foreign trade. As a result, the Port of New York's participation in the new trade that has developed in the post-World War II period has been less than 10 per cent, while competing ports have received the remaining 90 per cent. Because of the Port of New York's increasing inability to compete in new foreign trade, the trend line from 1946 to 1956, which is more steep than the years previous, is a true picture of what is occurring at the present time".

I should like to emphasize several things. First, the figures on which Mr. Gilbert based his statement were total foreign trade tonnages. In 1956, according to figures prepared by the U. S. Corps of Engineers, coal comprised 95.4 per cent of the exports, and 85.6 per cent of the total for-[fol. 3759] eign trade, of Hampton Roads. Coal does not enter into this hearing. Realistic comparative figures thus should exclude coal. When this is done, the figures presented in this testimony show with crystal clarity that in the period following World War II, the foreign commerce of New York has fared much better than that of Hampton Roads. In this post-war period New York's tonnage gain in total trade, less coal, actually increased four and one-half times as much as the total trade, less coal, of Hampton Roads.

This testimony also shows that other bulk commodities, grains, petroleum, and ores, for reasons explained, should be excluded in a true comparison of the present foreign trade of the respective North Atlantic ports. This has been done in my testimony. The results show conclusively that in the period following World War II, New York's foreign trade gains have been greater, and its losses less, than for Hampton Roads, Philadelphia, and Baltimore. In this post-war period, the total foreign trade of New York, less coal, grains, petroleum, and ores, actually had a tonnage increase that was twenty times that of Hampton Roads, nine times that of Philadelphia, and twice that of Baltimore.

In his testimony, Mr. Gilbert has emphasized the trend of the foreign trade tonnage at the various North Atlantic ports. He has not mentioned the value of this foreign

trade. My testimony shows that in 1955 the value per ton of New York's total foreign commerce was eight times that [fol. 3760] of Hampton Roads, and six and one-half times that of Hampton Roads, Baltimore and Philadelphia *combined*. In 1956 the value per ton of New York's total foreign trade was over nine times that of Hampton Roads. With coal, grains, tobacco, petroleum, and ores deducted, the value of the total foreign commerce of New York in 1955 was four and one-half times that of the value of the foreign commerce of Hampton Roads, Baltimore, and Philadelphia *combined*. These figures indicate that New York's foreign trade is of a far more valuable kind, and brings in far more income to the port, tonnagewise, than that of the North Atlantic ports to the south.

This testimony brings out further that, whereas in 1956 the Port of New York had 12.4 per cent of the total foreign trade tonnage of the United States, this tonnage represented 38.9 per cent of the total value of the Nation's foreign trade. In contrast, in the same year Hampton Roads had 16.2 per cent of the total foreign trade tonnage of the United States, but it represented only 5.3 per cent of the total value of the Nation's foreign trade.

New York's foreign commerce has a value per ton which is so much higher than the value per ton of competitive North Atlantic ports, that if the port comparisons of foreign trade movements in this hearing were on a value-of-trade basis, instead of a tonnage basis, the hearing might result in an *increase* in the differentials favoring Hampton Roads, Baltimore, and Philadelphia.

[fol. 3761] Mr. Gilbert stated that in comparison with the other North Atlantic ports to the south, the foreign trade of New York has been steadily declining over the years, especially since World War II, and that this downward trend would very likely continue. My testimony cites official statistics which show that in 1956, instead of declining, New York's tonnage of total foreign trade, less coal, increased over 1955 by a volume which exceeded the increase in Hampton Roads' total foreign trade, less coal, by 1,300,742 tons. This indicates that New York is steadily and consistently increasing its long-existing near-monopoly of the foreign commerce of the North Atlantic ports.

The New York testimony emphasized that New York's share of total United States foreign commerce has been declining, especially since World War II, and inferred that the North Atlantic ports to the south were gaining what New York was losing. My testimony gives the total foreign trade tonnages in 1946 and 1955 of twenty-four ports located in the South Atlantic, Gulf, Pacific Coast, and Great Lakes areas. All of these ports increased their foreign trade tonnages between 1946 and 1955. Their tonnage gains were as follows: four of the ports, over 400 per cent; eleven of the ports, over 100 per cent; eighteen of the ports, over 50 per cent; and twenty-one of the ports, over 25 per cent. This indicates that a large part of the foreign trade increase of the United States since World War II has been outside of the North Atlantic area, and [fol. 3762] New York's contention that its declining share of the Nation's foreign trade has been taken by the North Atlantic ports to the south is not supported by the facts.

A careful examination of this testimony and the accompanying exhibits will make it very clear that the foreign commerce of New York and the North Atlantic ports to the north has fared much better than the foreign commerce of Hampton Roads, Baltimore, and Philadelphia, in the period following World War II.

[fol. 3763]

VERIFICATION

City of Norfolk
State of Virginia ss.

A. Stuart Campbell, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

Signed: A. Stuart Campbell.

Subscribed in my presence and sworn before
me by the affiant above named on this
11th day of October, 1957

Emma G. Saunders
Notary Public
My commission expires December 21, 1958

Page 1 of 7 pages (VD-1)
Exhibit No.
Witness A STUART CAMPBELL
I & S Docket No. 6615.

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TABLE I — SUMMARY TABLE SHOWING TOTAL EXPORTS OF EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS' TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF COAL AND GRAINS FROM THE TOTAL FIGURES FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

TABLE II — SUMMARY TABLE SHOWING TOTAL IMPORTS OF EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS' TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF PETROLEUM AND ORES FROM THE TOTAL FIGURES FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

TABLE III — SUMMARY TABLE SHOWING COMBINED EXPORTS AND IMPORTS FOR EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS' TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF COAL AND GRAINS FROM THE EXPORTS AND PETROLEUM AND ORES FROM THE IMPORTS FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

TABLE IV — SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL EXPORTS OF EACH NORTH ATLANTIC PORT, LESS COAL AND GRAINS, COMPRISES OF THE TOTAL EXPORTS OF THE NORTH ATLANTIC PORTS AND OF THE UNITED STATES, LESS COAL AND GRAINS, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

TABLE V — SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL IMPORTS OF EACH NORTH ATLANTIC PORT, LESS PETROLEUM AND ORES, COMPRISES OF THE TOTAL IMPORTS OF THE NORTH ATLANTIC PORTS AND THE UNITED STATES, LESS PETROLEUM AND ORES, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

TABLE VI — SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL COMBINED EXPORTS AND IMPORTS OF EACH NORTH ATLANTIC PORT, LESS COAL AND GRAINS FOR THE EXPORTS AND PETROLEUM AND ORES FOR THE IMPORTS, COMPRISES OF THE TOTAL COMBINED EXPORTS AND IMPORTS OF THE NORTH ATLANTIC PORTS AND OF THE UNITED STATES, LESS THESE SAME EXCLUSIONS, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

SOURCE: WATERBORNE COMMERCE OF THE UNITED STATES, U.S. ARMY, CORPS OF ENGINEERS.

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TABLE I

SUMMARY TABLE SHOWING TOTAL EXPORTS OF EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS' TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF COAL AND GRAINS FROM THE TOTAL FIGURES FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

Tons of 2,000 lbs.

	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1939	1935	1930
United States													
Total Exports	118,145,985	84,420,481	89,415,082	111,365,252	123,308,535	67,242,777	83,366,265	90,674,494	125,013,895	96,765,810	69,872,403	42,980,899	60,071,900
Excl.Coal & Grains	65,717,591	39,233,138	42,801,589	61,070,817	71,767,582	29,175,040	34,378,350	48,680,685	72,098,173	45,542,392	16,691,609	9,729,163	17,727,609
Remaining Exports	52,428,394	45,187,343	46,613,493	50,294,435	51,540,953	38,067,737	48,987,915	41,993,836	52,915,722	51,223,418	53,180,794	33,251,736	42,344,291
North Atlantic Ports													
Total Exports	53,679,102	30,350,255	27,763,079	42,594,527	54,487,532	14,848,614	31,186,782	35,730,109	62,683,662	34,014,512	14,857,079	9,318,947	14,591,747
Excl.Coal & Grains	40,134,481	19,571,979	18,429,819	31,518,749	41,973,598	5,025,657	15,904,941	22,276,274	42,521,262	19,741,027	3,555,837	1,387,643	4,194,505
Remaining Exports	13,544,621	10,778,276	9,333,260	11,075,778	12,513,934	9,822,957	15,281,841	13,453,835	20,162,400	14,273,485	11,301,242	7,931,304	10,397,242
Portland													
Total Exports	159,620	141,162	146,879	168,141	182,260	105,573	102,339	74,362	153,407	241,917	77,809	50,142	80,230
Excl.Coal & Grains	63,370	63,677	43,072	55,571	180,259	89,269	20,496	29,319	54,757	120,505	-	-	52,746
Remaining Exports	96,250	77,485	103,807	112,570	2,001	16,304	81,843	45,043	98,650	121,412	77,809	50,142	27,484
Boston													
Total Exports	565,995	338,195	243,147	336,189	382,029	238,534	433,419	319,772	538,625	428,950	428,999	330,090	263,461
Excl.Coal & Grains	130,878	58,340	116,157	190,139	212,019	102,387	179,211	171,334	138,826	237,643	50,599	52	64,420
Remaining Exports	435,117	279,855	117,990	146,050	170,010	136,147	254,208	148,438	399,799	191,307	378,400	330,038	199,041
Albany													
Total Exports	938,976	617,741	638,768	647,956	1,020,400	387,592	885,705	549,811	434,811	321,515	424,332	108,876	-
Excl.Coal & Grains	851,200	531,817	585,136	633,952	956,117	343,994	421,532	544,359	419,805	314,835	317,873	107,418	-
Remaining Exports	87,776	85,924	53,632	14,004	64,283	43,598	464,173	5,452	15,006	6,680	106,459	1,458	-
New York													
Total Exports	8,623,893	7,077,334	6,720,527	8,099,418	9,803,387	7,001,064	9,298,512	10,259,918	15,533,406	9,159,021	7,872,421	5,770,865	9,035,448
Excl.Coal & Grains	445,457	397,427	351,575	407,936	928,527	360,353	379,754	622,962	2,527,534	651,876	630,998	569,262	1,869,702
Remaining Exports	8,178,436	6,679,907	6,368,952	7,691,482	8,874,860	6,640,711	8,918,758	9,636,956	13,005,872	8,507,145	7,241,423	5,201,603	7,165,746
Philadelphia													
Total Exports	3,610,961	2,590,630	1,696,194	3,504,596	5,634,546	1,564,478	3,459,781	3,895,326	8,949,032	7,948,643	1,656,141	1,420,376	2,049,715
Excl.Coal & Grains	1,806,005	1,178,126	796,695	2,242,769	4,059,190	509,662	2,063,574	2,461,510	5,224,014	5,488,375	200,291	76,921	174,928
Remaining Exports	1,804,956	1,412,504	899,499	1,321,827	1,575,356	1,054,816	1,396,207	1,433,816	2,725,018	2,460,268	1,455,850	1,343,455	1,874,787
Baltimore													
Total Exports	8,318,198	4,124,811	4,837,359	6,572,836	7,960,222	2,914,695	5,986,071	6,269,976	15,928,394	9,879,138	1,796,127	586,112	1,042,563
Excl.Coal & Grains	6,170,400	2,497,433	3,607,061	5,234,639	6,677,317	1,471,769	2,736,936	4,698,094	12,925,172	8,066,495	427,885	42,680	386,794
Remaining Exports	2,147,798	1,627,378	1,230,298	1,338,197	1,282,905	1,442,926	3,249,135	1,571,882	3,003,222	1,812,643	1,368,242	543,432	655,769
Hampton Roads (Note 1)													
Total Exports	31,461,459	15,460,382	13,489,205	23,205,391	29,504,688	2,636,678	11,020,955	14,360,944	21,145,987	6,035,328	2,601,250	1,052,486	2,120,330
Excl.Coal & Grains	30,667,171	14,845,159	12,930,123	22,753,743	28,960,169	2,148,223	10,103,438	13,748,696	20,231,154	4,861,298	1,928,191	591,310	1,645,915
Remaining Exports	794,288	615,223	559,082	451,648	544,519	488,455	917,517	612,248	914,833	1,174,030	673,059	461,176	474,415
(Norfolk)													
Total Exports	16,288,960	8,787,999	6,880,581	11,198,624	14,650,665	1,130,314	5,767,644	7,228,320	10,482,304	2,762,742	1,615,345	701,339	1,362,332
Excl.Coal & Grains	15,875,414	8,446,569	6,607,622	10,963,132	14,353,513	835,225	5,152,854	6,845,866	10,039,339	2,216,543	1,125,935	321,051	1,029,875
Remaining Exports	413,546	341,430	272,959	235,442	297,152	295,089	614,790	382,454	442,465	546,199	489,410	380,288	332,457
(Newport News)													
Total Exports	15,172,499	6,672,383	6,608,624	12,006,767	14,854,023	1,506,364	5,253,311	7,132,624	10,663,683	3,272,586	935,905	351,147	757,998
Excl.Coal & Grains	14,791,757	6,398,590	6,322,501	11,790,561	14,606,656	1,312,958	4,950,584	6,902,830	10,191,315	2,644,755	802,256	270,259	616,040
Remaining Exports	380,742	273,793	286,123	216,206	247,367	193,366	302,727	229,794	472,368	627,831	133,649	80,888	141,958

Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk Va., and the Newport News, Va., figures.

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[fol. 3766]

TABLE II

SUMMARY TABLE SHOWING TOTAL IMPORTS OF EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF PETROLEUM AND ORES FROM THE TOTAL FIGURES FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.
Tons of 2,000 lbs.

	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1939	1935	1930
United States													
Total Imports	152,956,947	129,423,809	127,981,407	115,961,025	108,747,297	101,981,918	81,992,016	72,297,097	61,799,973	52,110,615	42,794,990	38,658,608	54,037,757
Excl. Pet. & Ores	119,122,738	97,776,111	92,494,554	82,917,048	74,371,318	68,972,215	55,946,044	46,305,345	33,878,677	23,706,732	13,246,469	12,102,781	15,077,455
Net Imports	33,834,209	31,647,698	35,486,853	33,043,977	34,375,979	33,009,703	26,045,972	25,991,752	27,921,296	28,403,883	29,548,521	26,555,827	38,960,302
North Atlantic Ports													
Total Imports	104,461,142	89,564,631	87,265,481	80,762,483	77,168,324	73,179,879	57,758,041	51,043,439	43,837,793	35,877,124	28,823,731	25,735,818	33,248,312
Excl. Pet. & Ores	88,800,896	75,099,663	70,758,428	65,599,813	60,269,312	55,348,713	44,031,620	37,566,295	29,484,466	25,611,420	13,903,412	9,889,865	16,445,118
Net Imports	15,660,246	14,464,968	16,507,053	15,162,670	16,899,012	17,831,166	13,726,421	13,477,144	14,353,327	10,265,704	14,920,319	15,845,953	16,803,194
Portland													
Total Imports	10,728,079	8,473,931	8,364,061	7,827,013	7,061,132	4,609,932	3,966,029	3,285,092	2,727,194	2,903,333	267,669	2,046,123	319,989
Excl. Pet. & Ores	10,611,153	8,346,379	8,258,049	7,722,260	6,960,815	4,490,157	3,870,688	3,191,732	2,640,544	2,774,134	15,886	830,220	108,558
Net Imports	116,926	127,552	106,012	104,753	100,317	119,775	95,341	93,360	86,650	129,199	251,783	1,215,903	711,431
Boston													
Total Imports	5,135,873	4,486,060	4,756,747	4,849,735	5,100,926	5,299,222	3,448,810	2,833,989	3,252,695	2,819,722	2,169,610	2,693,223	2,915,152
Excl. Pet. & Ores	3,727,514	3,151,998	3,145,016	3,468,592	3,466,139	3,469,799	2,266,225	1,449,042	1,936,449	1,807,518	520,899	880,806	937,748
Net Imports	1,408,359	1,334,062	1,611,731	1,381,143	1,634,787	1,829,423	1,182,585	1,384,947	1,316,246	1,012,204	1,648,711	1,812,417	1,977,404
Albany													
Total Imports	329,771	319,740	345,536	228,118	185,596	221,847	135,185	64,305	72,297	53,716	1,669,695	697,258	-
Excl. Pet. & Ores	70,776	87,680	88,939	73,524	58,862	24,652	-	-	-	-	1,486,819	-	-
Net Imports	258,995	232,060	265,597	154,594	126,734	197,195	135,185	64,305	72,297	53,716	182,876	697,258	-
New York													
Total Imports	30,273,674	28,370,760	28,837,891	27,798,540	25,157,156	25,481,429	20,319,606	19,678,027	16,210,961	13,675,973	13,557,616	11,685,466	17,585,796
Excl. Pet. & Ores	21,839,609	20,741,618	19,865,590	19,283,827	16,268,920	16,105,935	13,209,181	12,093,071	9,464,818	7,785,381	5,696,060	4,118,241	8,720,362
Net Imports	8,434,065	7,629,142	8,972,301	8,514,713	8,888,236	9,375,494	7,110,425	7,584,956	6,746,143	5,890,592	7,861,556	7,567,225	8,865,434
Philadelphia													
Total Imports	36,150,777	30,300,430	25,550,577	22,204,112	22,243,510	23,866,692	16,780,137	12,712,376	10,792,650	8,965,970	4,785,988	4,410,889	5,445,587
Excl. Pet. & Ores	33,499,759	27,789,902	22,658,045	19,644,410	19,121,613	20,250,059	13,965,390	10,544,714	7,910,558	7,238,889	1,960,002	1,792,294	2,416,568
Net Imports	2,651,018	2,510,528	2,892,532	2,559,702	3,121,897	3,336,633	2,814,747	2,167,662	2,882,092	1,737,081	2,825,986	2,618,595	3,029,019
Baltimore													
Total Imports	17,415,578	14,951,276	16,537,107	14,842,879	14,497,995	12,144,240	11,296,502	10,325,399	8,683,096	5,942,545	5,338,360	3,350,037	5,539,156
Excl. Pet. & Ores	15,767,507	13,158,890	14,906,596	13,230,134	12,436,535	10,150,672	9,566,291	8,787,072	6,008,817	5,128,229	3,888,422	2,166,860	4,004,860
Net Imports	1,648,071	1,792,386	1,630,511	1,612,745	2,061,460	1,993,568	1,730,211	1,538,327	2,674,279	814,316	1,449,938	1,183,177	1,534,296
Hampton Roads (Note 1)													
Total Imports	4,427,390	2,662,434	2,873,562	3,012,086	2,922,009	1,836,517	1,811,772	2,144,251	2,098,900	1,515,865	1,034,793	852,822	942,632
Excl. Pet. & Ores	3,284,578	1,823,196	1,836,193	2,177,006	1,956,428	857,439	1,153,845	1,500,664	1,523,280	877,269	335,324	101,444	257,022
Net Imports	1,142,812	839,238	1,037,369	835,020	965,581	979,078	657,927	643,587	575,620	638,596	699,469	751,378	685,610
(Norfolk)													
Total Imports	3,050,252	2,144,071	2,320,378	2,690,695	2,617,850	1,592,177	1,661,355	2,013,476	1,982,737	1,308,836	867,479	755,631	800,525
Excl. Pet. & Ores	1,992,787	1,368,791	1,405,570	1,938,285	1,740,843	694,678	1,053,858	1,429,034	1,504,938	751,355	270,761	91,892	217,546
Net Imports	1,057,465	775,280	914,808	752,410	877,007	897,499	607,497	584,442	477,799	557,481	596,718	663,739	582,979
(Newport News)													
Total Imports	1,377,138	518,363	553,184	321,391	304,159	244,340	150,417	130,775	116,163	207,029	167,314	97,191	142,107
Excl. Pet. & Ores	1,291,791	454,405	430,623	238,781	215,585	162,761	99,987	71,630	18,342	125,914	64,563	9,552	39,476
Net Imports	85,347	63,958	122,561	82,610	88,574	81,579	50,430	59,145	97,821	81,115	102,751	87,639	102,631

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Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk Va., and the Newport News, Va., figures.

TABLE III

SUMMARY TABLE SHOWING COMBINED EXPORTS AND IMPORTS FOR EACH NORTH ATLANTIC PORT, THE NORTH ATLANTIC PORTS TOTAL AND THE UNITED STATES AS A WHOLE, AND THE NET FIGURES RESULTING FROM THE EXCLUSION OF COAL AND GRAINS FROM THE EXPORTS AND PETROLEUM AND ORES FROM THE IMPORTS FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

Tons of 2,000 lbs.

	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1939	1935	1930
United States													
Total Exports-Imports	271,102,932	213,844,290	217,396,489	227,326,277	232,055,832	169,224,695	165,358,281	162,971,591	186,813,868	148,876,425	112,667,393	81,639,507	114,109,657
Exclusions	184,840,329	137,009,249	135,296,143	143,987,365	146,138,900	98,147,255	90,324,394	94,986,003	105,976,850	69,249,124	29,938,078	21,831,944	32,805,064
Net Exports-Imports	86,262,603	76,835,041	82,100,346	83,338,412	85,916,932	71,077,440	75,033,887	67,985,588	80,837,018	79,627,301	82,729,315	59,807,563	81,304,593
North Atlantic Ports													
Total Exports-Imports	158,140,244	119,914,886	115,028,560	123,357,010	131,655,856	88,023,493	88,944,823	86,773,548	106,521,455	69,891,636	43,680,810	35,054,765	47,840,059
Exclusions	128,935,377	94,671,642	89,188,247	97,118,562	102,242,910	60,374,370	59,936,561	59,842,569	72,005,728	45,352,447	17,459,249	11,277,508	20,639,623
Net Exports-Imports	29,204,867	25,243,244	25,840,313	26,238,448	29,412,946	27,654,123	29,008,262	26,930,979	34,515,727	24,539,189	26,221,561	23,777,257	27,200,436
Portland													
Total Exports-Imports	10,887,699	8,615,093	8,510,940	7,995,154	7,243,392	4,715,505	4,068,368	3,359,454	2,880,601	3,145,250	345,478	2,096,265	900,219
Exclusions	10,674,523	8,410,056	8,301,121	7,777,831	7,141,074	4,579,426	3,891,184	3,221,051	2,695,301	2,894,639	15,886	830,220	161,304
Net Exports-Imports	213,176	205,037	209,819	217,323	102,318	136,079	177,184	138,403	185,300	250,611	329,592	1,266,045	738,915
Boston													
Total Exports-Imports	5,701,868	4,824,255	4,990,894	5,185,924	5,482,955	5,537,756	3,382,229	3,153,761	3,791,320	3,248,672	2,598,609	3,023,313	3,178,613
Exclusions	4,358,392	3,210,338	3,261,173	3,658,731	3,678,158	3,572,186	2,445,436	1,620,376	2,075,275	2,045,161	571,498	880,858	1,002,168
Net Exports-Imports	1,343,476	1,613,917	1,729,721	1,527,193	1,804,797	1,965,570	1,436,793	1,533,385	1,716,045	1,203,511	2,027,111	2,142,455	2,176,445
Albany													
Total Exports-Imports	1,268,747	937,481	984,304	876,074	1,205,996	609,439	1,020,890	614,116	507,108	375,231	2,094,027	806,134	-
Exclusions	921,976	619,497	674,075	707,476	1,014,979	368,646	421,532	544,359	419,805	314,835	1,804,692	107,418	-
Net Exports-Imports	346,771	317,984	310,229	168,598	191,017	240,793	599,358	69,757	87,303	60,396	289,335	698,716	-
New York													
Total Exports-Imports	38,897,567	35,448,094	35,558,418	35,897,958	34,960,543	32,482,493	29,618,118	29,937,945	31,744,367	22,834,994	21,430,037	17,456,331	26,621,244
Exclusions	22,285,066	21,139,045	20,217,165	19,691,763	17,197,447	16,466,288	13,538,935	12,716,033	11,992,352	8,437,257	6,327,058	4,687,503	10,590,064
Net Exports-Imports	16,612,501	14,309,049	15,341,253	16,206,195	17,763,096	16,016,205	16,029,183	17,221,912	19,752,015	14,397,737	15,102,979	12,768,828	16,031,180
Philadelphia													
Total Exports-Imports	39,761,736	32,891,060	27,246,771	25,768,708	27,878,056	25,151,170	20,239,918	16,607,702	19,741,682	16,914,613	6,442,129	5,831,265	7,495,302
Exclusions	35,305,764	28,968,028	23,454,740	21,837,179	23,180,803	20,759,721	16,028,964	13,006,224	14,134,572	12,727,264	2,160,293	1,869,215	2,591,496
Net Exports-Imports	4,455,974	3,923,032	3,792,031	3,381,529	4,697,253	4,391,449	4,210,954	3,601,478	5,607,110	4,187,349	4,281,836	3,962,050	4,903,806
Baltimore													
Total Exports-Imports	25,733,776	19,076,087	21,374,466	21,415,715	22,456,217	15,058,935	17,282,573	16,595,375	24,611,490	15,821,683	7,134,487	3,936,149	6,581,719
Exclusions	21,937,907	15,656,323	18,513,657	18,404,773	19,113,852	11,622,441	12,303,227	13,485,166	18,933,989	13,194,724	4,316,307	2,209,540	4,391,654
Net Exports-Imports	3,795,869	3,419,764	2,860,809	2,950,942	3,344,365	3,436,494	4,979,346	3,110,209	5,677,501	2,626,959	2,818,180	1,726,609	2,190,065
Hampton Roads (Note 1)													
Total Exports-Imports	35,888,849	18,122,816	16,362,767	26,217,477	32,426,697	4,473,195	12,832,727	16,505,195	23,244,887	7,551,193	3,036,043	1,905,308	3,062,962
Exclusions	33,951,749	16,668,355	14,766,316	24,930,309	30,916,597	3,005,662	11,257,283	15,249,360	21,754,434	5,738,567	2,263,515	692,754	1,902,937
Net Exports-Imports	1,937,100	1,454,461	1,596,451	1,286,668	1,510,100	1,467,533	1,575,444	1,255,835	1,490,453	1,812,626	1,372,528	1,212,554	1,160,025
(Norfolk)													
Total Exports-Imports	19,339,212	10,932,070	9,200,959	13,889,319	17,268,515	2,722,491	7,428,999	9,241,796	12,465,041	4,071,578	2,482,824	1,456,970	2,162,857
Exclusions	17,868,201	9,815,360	8,013,192	12,901,467	16,094,356	1,529,903	6,206,712	8,274,900	11,544,777	2,967,898	1,396,696	412,943	1,247,421
Net Exports-Imports	1,471,011	1,116,710	1,187,767	987,852	1,174,159	1,192,588	1,222,287	966,896	920,264	1,103,680	1,086,128	1,044,027	915,436
(Newport News)													
Total Exports-Imports	16,549,637	7,190,746	7,161,808	12,328,158	15,158,182	1,750,704	5,403,728	7,263,399	10,779,846	3,479,615	1,153,219	448,338	900,105
Exclusions	16,083,548	6,852,995	6,753,124	12,029,342	14,882,241	1,475,759	5,050,571	6,974,460	10,209,657	2,770,669	866,819	279,811	655,516
Net Exports-Imports	466,089	337,751	408,684	298,816	335,941	274,945	353,157	288,939	570,189	708,946	286,400	168,527	244,589

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Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk Va., and the Newport News, Va., figures

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TABLE IV

SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL EXPORTS OF EACH NORTH ATLANTIC PORT, LESS COAL AND GRAINS, COMPRISES OF THE TOTAL EXPORTS OF THE NORTH ATLANTIC PORTS AND OF THE UNITED STATES, LESS COAL AND GRAINS, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

Tons of 2,000 lbs.

North Atlantic Ports	1955 Tons	1954 Tons	1953 Tons	1952 Tons	1951 Tons	1950 Tons	1949 Tons	1948 Tons	1947 Tons	1946 Tons	1939 Tons	1935 Tons	1930 Tons
Portland	96,250	77,485	103,807	112,570	2,001	16,304	81,843	45,043	98,650	121,412	77,809	50,142	27,484
Boston	435,117	279,855	117,990	146,050	170,010	136,147	254,208	148,438	399,799	191,307	378,400	330,038	199,041
Albany	87,776	85,924	53,632	14,004	64,283	43,598	464,173	5,452	15,006	6,680	106,459	1,458	-
New York	8,178,436	6,679,907	6,368,952	7,691,482	8,874,360	6,640,711	8,918,758	9,636,956	13,005,872	8,507,145	7,241,423	5,201,603	7,165,746
Philadelphia	1,804,956	1,412,504	899,499	1,321,827	1,575,356	1,054,816	1,396,207	1,433,816	2,725,018	2,460,268	1,455,850	1,343,455	1,874,787
Baltimore	2,147,798	1,627,378	1,230,298	1,338,197	1,282,905	1,442,926	3,249,135	1,571,882	3,003,228	1,812,643	1,368,242	543,432	655,769
Hampton Roads (Note 1)	794,288	615,223	559,082	451,648	544,519	488,455	917,517	612,248	914,833	1,174,030	673,059	461,176	474,415
(Norfolk)	(413,546)	(341,430)	(272,959)	(235,442)	(297,152)	(295,089)	(614,790)	(382,454)	(442,465)	(546,199)	(489,410)	(380,288)	(332,457)
(Newport News)	(380,742)	(273,793	(286,123)	(216,206)	(247,367)	(193,366)	(302,727)	(229,794)	(472,368)	(627,831)	(183,649)	(80,888)	(141,958)
Total Export Tonnage of North Atlantic Ports	13,544,621	10,778,276	9,333,260	11,075,778	12,513,934	9,882,957	15,281,841	13,453,835	20,162,400	14,273,485	11,301,242	7,931,304	10,397,242
Total Export Tonnage of United States	52,428,394	45,187,343	46,613,493	50,294,435	51,540,953	38,067,737	48,987,915	41,993,836	52,915,722	51,223,418	53,180,794	33,251,736	42,344,291
	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent
Portland													
% of N.Atlantic Total	.71%	.72%	1.11%	1.02%	.02%	.17%	.54%	.34%	.49%	.85%	.69%	.63%	.27%
% of U.S. Total	.18	17	.22	.22	.004	.04	.17	.11	.19	.24	.15	.15	.06
Boston													
% of N.Atlantic Total	3.21	2.59	1.26	1.32	1.36	1.39	1.66	1.10	1.98	1.34	3.35	4.16	1.91
% of U.S. Total	.83	.62	.25	.29	.33	.36	.52	.35	.76	.37	.71	.99	.47
Albany													
% of N.Atlantic Total	.65	.80	.58	.13	.51	.44	3.04	.04	.07	.05	.94	.02	-
% of U.S. Total	.17	.19	.12	.03	.12	.11	.95	.01	.03	.01	.20	.004	-
New York													
% of N.Atlantic Total	60.38	61.98	68.24	69.44	70.92	67.60	58.36	71.63	64.50	59.60	64.07	65.59	68.92
% of U.S. Total	15.60	14.78	13.66	15.29	17.22	17.44	18.21	22.95	24.58	16.61	13.62	15.64	16.92
Philadelphia													
% of N. Atlantic Total	13.33	13.10	9.64	11.93	12.59	10.74	9.14	10.66	13.52	17.23	12.88	16.94	18.03
% of U.S. Total	3.44	3.13	1.93	2.63	3.06	2.77	2.85	3.41	5.15	4.80	2.74	4.04	4.43
Baltimore													
% of N. Atlantic Total	15.86	15.10	13.18	12.08	10.25	14.69	21.26	11.66	14.90	12.70	12.11	6.85	6.31
% of U.S. Total	4.10	3.60	2.64	2.66	2.49	3.79	6.63	3.74	5.68	3.54	2.57	1.63	1.55
Hampton Roads (Note 1)													
% of N. Atlantic Total	5.86	5.71	5.99	4.08	4.35	4.97	6.00	4.55	4.54	8.23	5.96	5.81	4.56
% of U.S. Total	1.51	1.36	1.20	.90	1.06	1.28	1.87	1.46	1.73	2.29	1.27	1.38	1.12
(Norfolk)													
% of N.Atlantic Total	3.05	3.17	2.92	2.13	2.37	3.00	4.02	2.84	2.20	3.83	4.33	4.79	3.20
% of U.S. Total	.79	.75	.59	.47	.58	.77	1.25	.91	.84	1.07	.92	1.14	.79
(Newport News)													
% of N.Atlantic Total	2.81	2.54	3.07	1.95	1.98	1.97	1.98	1.71	2.34	4.40	1.63	1.02	1.36
% of U.S. Total	.72	.61	.61	.43	.48	.51	.62	.55	.89	1.22	.35	.24	.33

Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk, Va., and the Newport News, Va., figures.

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TABLE V

SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL IMPORTS OF EACH NORTH ATLANTIC PORT, LESS PETROLEUM AND ORES, COMPRISES OF THE TOTAL IMPORTS OF THE NORTH ATLANTIC PORTS AND THE UNITED STATES, LESS PETROLEUM AND ORES, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

Tons of 2,000 lbs.

North Atlantic Ports	1955 Tons	1954 Tons	1953 Tons	1952 Tons	1951 Tonsq	1950 Tons	1949 Tons	1948 Tons	1947 Tons	1946 Tons	1939 Tons	1935 Tons	1930 Tons
Portland	116,926	127,552	106,012	104,753	100,317	119,775	95,341	93,360	86,650	129,199	251,783	1,215,903	711,431
Boston	1,408,359	1,334,062	1,611,731	1,381,143	1,634,787	1,829,423	1,182,585	1,384,947	1,316,246	1,012,204	1,648,711	1,812,417	1,977,404
Albany	258,995	232,060	256,597	154,594	126,734	197,195	135,185	64,305	72,297	53,716	182,876	697,258	-
New York	8,434,065	7,629,142	8,972,301	8,514,713	8,888,236	9,375,494	7,110,425	7,584,956	6,746,143	5,890,592	7,861,556	7,567,225	8,865,434
Philadelphia	2,651,018	2,510,528	2,892,532	2,559,702	3,121,897	3,336,633	2,814,747	2,167,662	2,882,092	1,727,081	2,825,986	2,618,595	3,029,019
Baltimore	1,648,071	1,792,386	1,630,511	1,612,745	2,061,460	1,993,568	1,730,211	1,538,327	2,674,279	814,316	1,449,938	1,183,177	1,534,296
Hampton Roads (Note 1)	1,142,812	839,238	1,037,369	835,020	965,581	979,078	657,927	643,587	575,620	638,596	699,469	751,378	685,610
(Norfolk)	(1,057,465)	(775,280)	(914,808)	(752,410)	(877,007)	(897,499)	(607,497)	(584,442)	(477,799)	(557,481)	(596,718)	(663,739)	(582,979)
(Newport News)	(35,347)	(63,958)	(122,561)	(82,610)	(88,574)	(81,579)	(50,43[illegible])	(59,145)	(97,821)	(81,115)	(102,751)	(87,639)	(102,631)
Total Import Tonnage-N.Atlantic Ports	15,660,246	14,464,968	16,507,053	15,162,670	16,899,012	17,831,166	13,726,421	13,477,144	14,353,327	10,265,704	14,920,319	15,845,953	16,803,194
Total Import Tonnage-United States	33,834,209	31,647,698	35,486,853	33,043,977	34,375,979	33,009,703	26,045,972	25,991,752	27,921,296	28,403,883	29,548,521	26,555,827	38,960,302
	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent
Portland													
% of N. Atl. Ports	.7%	.8%	.6%	.7%	.6%	.7%	.7%	.8%	.6%	1.3%	1.7%	7.7%	4.2%
% of United States	.3	.4	.3	.3	.3	.4	.4	.4	.3	.4	.8	4.6	1.8
Boston													
% of N. Atl. Ports	9.0	9.2	9.8	9.1	9.7	10.3	8.6	9.6	9.2	9.9	11.1	11.4	11.8
% of United States	4.2	4.2	4.5	4.2	4.8	5.5	4.5	5.3	4.6	3.6	5.6	6.8	5.1
Albany													
% of N. Atl. Ports	1.7	1.7	1.6	1.0	.7	1.1	1.0	.5	.5	.5	1.2	4.4	-
% of United States	.8	.7	.7	.5	.4	.6	.5	.2	.3	.2	.6	2.6	-
New York													
% of N. Atl. Ports	53.9	52.8	54.3	56.2	52.6	52.6	51.8	56.5	47.0	57.4	52.7	47.7	52.8
% of United States	24.9	24.1	25.2	25.8	25.8	28.4	27.4	29.2	24.2	20.7	26.6	28.5	22.7
Philadelphia													
% of N. Atl. Ports	16.9	17.3	17.5	16.9	18.5	18.6	20.5	16.2	20.1	16.8	18.9	16.6	18.0
% of United States	7.8	7.9	8.2	7.7	9.1	10.1	10.8	8.3	10.3	6.1	9.6	9.9	7.8
Baltimore													
% of N.Atl.Ports	10.5	12.4	9.9	10.6	12.2	11.2	12.6	11.5	18.6	7.9	9.7	7.5	9.1
% of United States	4.9	5.7	4.7	4.9	6.0	6.0	6.6	5.9	9.6	2.9	4.9	4.5	3.9
Hampton Roads (Note 1)													
% of N. Atl. Ports	7.3	5.8	6.3	5.5	5.7	5.5	4.8	4.9	4.0	6.2	4.7	4.7	4.1
% of United States	3.4	2.7	2.9	2.5	2.8	3.0	2.5	2.5	2.1	2.2	2.4	2.8	1.8
(Norfolk)													
% of N. Atl. Ports	6.8	5.4	5.6	5.0	5.2	5.0	4.4	4.4	3.3	5.4	4.0	4.2	3.5
% of United States	3.1	2.5	2.6	2.2	2.5	2.7	2.3	2.2	1.7	2.0	2.0	2.5	1.5
(Newport News)													
% of N. Atl. Ports	.5	.4	.7	.5	.5	.5	.4	.5	.7	.8	.7	.5	.6
% of United States	.3	.2	.3	.3	.3	.3	.2	.3	.4	.2	.4	.3	.3

Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk, Va., and the Newport News, Va., figures

[fol. 3770]

TABLE VI

SUMMARY TABLE SHOWING THE PERCENTAGE THAT THE TOTAL COMBINED EXPORTS AND IMPORTS OF EACH NORTH ATLANTIC PORT, LESS COAL AND GRAINS FOR THE EXPORTS AND PETROLEUM AND ORES FOR THE IMPORTS, COMPRISES OF THE TOTAL COMBINED EXPORTS AND IMPORTS OF THE NORTH ATLANTIC PORTS AND OF THE UNITED STATES, LESS THESE SAME EXCLUSIONS, FOR THE YEARS 1930, 1935, 1939, 1946 THROUGH 1955.

Tons of 2,000 lbs.

North Atlantic Ports	1955 Tons	1954 Tons	1953 Tons	1952 Tons	1951 Tons	1950 Tons	1949 Tons	1948 Tons	1947 Tons	1946 Tons	1939 Tons	1935 Tons	1930 Tons
Portland	213,176	205,037	209,819	217,323	102,318	136,079	177,184	138,403	185,300	205,611	329,592	1,266,045	738,915
Boston	1,843,476	1,613,917	1,729,721	1,527,193	1,804,797	1,965,570	1,436,793	1,533,385	1,716,045	1,203,511	2,027,111	2,142,455	2,176,445
Albany	346,771	317,984	310,229	168,598	191,017	240,793	599,358	69,757	87,303	60,396	289,335	698,716	-
New York	16,612,501	14,309,049	15,341,253	16,206,195	17,763,096	16,016,205	16,029,183	17,221,912	19,752,015	14,397,737	15,102,979	12,768,828	16,031,180
Philadelphia	4,455,974	3,923,032	3,792,031	3,881,529	4,697,253	4,391,449	4,210,954	3,601,478	5,607,110	4,187,349	4,281,836	3,962,050	4,903,806
Baltimore	3,795,869	3,419,764	2,860,809	2,950,942	3,344,365	3,436,494	4,979,346	3,110,209	5,667,501	2,626,959	2,818,180	1,726,609	2,190,065
Hampton Roads (Note 1)	1,937,100	1,454,461	1,596,451	1,286,668	1,510,100	1,467,533	1,575,444	1,255,835	1,490,453	1,812,626	1,372,528	1,212,554	1,160,025
(Norfolk)	(1,471,011)	(1,116,710)	(1,187,767)	(987,852)	(1,174,159)	(1,192,588)	(1,222,287)	(966,896)	(920,264)	(1,103,680)	(1,086,128)	(1,044,027)	(915,436)
(Newport News)	(466,089)	(337,751)	(408,684)	(298,816)	(335,941)	(274,945)	(353,157)	(288,939)	(570,189)	(708,946)	(286,400)	(168,527)	(244,589)
Total Exports & Imports N. Atlantic Ports	29,204,867	25,243,244	25,840,313	26,238,448	29,412,946	27,654,123	29,008,262	26,930,979	34,515,727	24,539,189	26,221,561	23,777,257	27,200,436
Total Exports & Imports United States	86,262,603	76,835,041	82,100,346	83,338,412	85,916,932	71,077,440	75,033,887	67,985,588	80,837,018	79,627,301	82,729,315	59,807,563	81,304,593
	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent	Per Cent
Portland													
% of N. Atl. Total	.73%	.81%	.81%	.83%	.35%	.49%	.61%	.52%	.54%	1.02%	1.26%	5.33%	2.72%
% of United States	.24	.26	.25	.26	.11	.19	.23	.20	.22	.31	.39	2.11	.90
Boston													
% of N. Atl. Total	6.31	6.40	6.69	5.82	6:14	7.11	4.95	5.69	4.97	4.90	7.73	9.01	8.00
% of United States	2.13	2.10	2.10	1.83	2.10	2.76	1.91	2.25	2.12	1.51	2.45	3.58	2.67
Albany													
% of N. Atl. Total	1.19	1.26	1.20	.64	.65	.87	2.07	.26	.25	.25	1.10	2.94	-
% of United States	.40	.41	.37	.20	.22	.33	.79	.10	.10	.07	.34	1.16	-
New York													
% of N. Atl. Total	56.88	56.68	59.37	61.77	60.39	57.92	55.26	63.95	57.23	58.67	57.60	53.70	58.94
% of United States	19.25	18.62	18.68	19.44	20.67	22.53	21.36	25.33	24.43	18.08	18.25	21.34	19.71
Philadelphia													
% of N. Atl. Total	15.26	15.54	14.68	14.79	15.97	15.88	14.52	13.37	16.24	17.06	16.33	16.66	18.03
% of United States	5.16	5.10	4.61	4.65	5.46	6.17	5.61	5.29	6.93	5.25	5.17	6.62	6.03
Baltimore													
% of N. Atl. Total	13.00	13.55	11.07	11.25	11.37	12.43	17.16	11.55	16.45	10.71	10.75	7.26	8.05
% of United States	4.40	4.45	3.48	3.54	3.89	4.83	6.63	4.57	7.02	3.29	3.40	2.88	2.69
Hampton Roads (Note 1)													
% of N. Atl. Total	6.63	5.76	6.18	4.90	5.13	5.30	5.43	4.66	4.32	7.39	5.23	5.10	4.26
% of United States	2.24	1.89	1.94	1.54	1.75	2.06	2.09	1.84	1.84	2.27	1.65	2.02	1.42
(Norfolk)													
% of N. Atl. Total	5.04	4.42	4.60	3.76	3.99	4.31	4.21	3.59	2.67	4.50	4.14	4.39	3.36
% of United States	1.70	1.45	1.44	1.18	1.36	1.67	1.62	1.42	1.13	1.38	1.31	1.74	1.12
(Newport News)													
% of N. Atl. Total	1.59	1.34	1.58	1.14	1.14	.99	1.22	1.07	1.65	2.89	1.09	.71	.90
% of United States	.54	.43	.49	.35	.39	.38	.47	.42	.70	.89	.34	.28	.30

Note 1 --- Hampton Roads Harbor, Va., figures are the total of the Norfolk, Va , and the Newport News, Va., figures

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[fol. 3771] Secretary's certificate (omitted in printing).

[fol. 3772] I.C.C. EXHIBIT No. 66

I. & S. Docket 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (Horace L. Walker, 700 Travelers Building, Richmond, Virginia) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Verified Statement of GEORGE E. MILLER
Director, Bureau of Commerce

Virginia State Ports Authority
254 Granby Street
Norfolk 10, Virginia

[fol. 3773] Before the

Interstate Commerce Commission

I. & S. Docket 6615

Equalization of Rates at North Atlantic Ports

Verified Statement of GEORGE E. MILLER

Q. Will you give your name, residence, occupation and past transportation and commerce experience?

A. My name is George E. Miller. I am now employed by the Virginia State Ports Authority at Norfolk, Virginia, as Director, Bureau of Commerce. This bureau is basically responsible to develop and secure waterborne commerce through Virginia's ports and induce and develop new industries to the State or to other states adjacent to the Virginia ports area. I have direct supervision over the field offices of the Authority, located in Chicago, New York and Hampton Roads, where representatives working under my supervision solicit export and import business through the Virginia ports.

My total transportation and commerce experience consists of approximately 33 years in various capacities, 30 years of which was spent in the Transportation Division of the S. S. White Dental Manufacturing Company as Rate Clerk, Assistant and Foreign Traffic Manager, Assistant [fol. 3774] Export Manager, Special Foreign Representative in Washington, D. C. (World War II), Traffic Manager of home office, and General Traffic Manager. For seven years I was instructor in the Academy of Advance Traffic, Philadelphia, Pa. I am a graduate of the Blackstone Law Institute, Chicago, Illinois, majoring in Transportation Law.

In the past I have been actively engaged in the development of world trade and transportation through the following groups:

American Association of Port Authorities, member of Foreign Commerce Committee; Virginia State Chamber of Commerce, World Trade Committee, and Chairman of Subcommittee on Exports and Imports. While employed in the Philadelphia area, I participated in active membership in the following groups:

Traffic and Transportation Council of the Philadelphia Chamber of Commerce, serving as member of Rate Traffic Committee, Water Committee, Export-Import Committee and World Trade Committee.

Past member of Eastern Industrial Traffic League, and have served as a member of the Rates and Traffic Committee, Motor Carrier Committee, Finance Committee, and Water Transportation Committee. Also served on a joint executive committee for the improvement and development of the Philadelphia port area.

Past member, American Dental Trade Association, as Transportation Advisor and Chairman of Traffic and [fol. 3775] Transportation Committee.

I served as First Lieutenant in 79th Pennsylvania Division, Reserve Transportation Corps.

Q. How long have you been employed in your present position?

A. Approximately 3½ years.

Q. Since you have been with the Ports Authority have you constantly kept in touch with shippers in the territory in your efforts to obtain traffic through the Port of Hampton Roads, Virginia?

A. Yes.

Q. Please explain briefly the manner in which you keep in contact with the export and import shippers.

A. While my headquarters are located in Norfolk, Virginia, I personally call on many shippers throughout the territory in an effort to promote the Port of Hampton Roads. Also, we have field offices located in Norfolk, Virginia, Chicago, Illinois and in New York. The representatives at these points work under my supervision and make periodical reports to me, which are made a part of our permanent records. These records have been kept since the Bureau of Commerce was organized and were and are made

in due course of business and not for the purposes of this or any other case.

Q. Please explain just how these reports are made and maintained.

[fol. 3776] A. When this division was organized we initiated the practice of each representative making a report to the Director of calls made, showing in each case general, basic information as to the account, person called on or persons responsible for the routing of traffic, the seaports of export or import used in the United States, transportation agencies used, banking facilities used, and those responsible for control of the routing, either the home office, the traffic manager or the export manager, the freight forwarders in the United States or abroad, or whether the control was exercised through letters of credit or by the ultimate consignee on exports or the receiver of merchandise on imports, plus information as to any new tonnage secured or any tonnage lost to other ports and the reasons therefor.

Q. Have you in the past, and do you now encounter difficulties in securing export and import traffic through Hampton Roads as against the port of New York?

A. Yes, a great many.

Q. Please state some of the reasons why you have been unable to get many shippers, particularly those located in differential territory, to utilize the Port of Hampton Roads as against the Port of New York.

A. In the first place, the Port of New York has regular world-wide advertised steamship service as compared with limited regular scheduled service through Hampton Roads. For example, New York has direct services to every known port in the world, whereas Virginia's ports, generally [fol. 3777] speaking, have very restricted regular service via other North or South Atlantic ports to Europe, the African area, and the Far East, and are lacking in services to Puerto Rico, Cuba, the Caribbean, Central America, and have very limited services to the West Coast and East Coast of South America.

Q. Give examples where you have lost cargo that should or could have moved through Virginia ports because of the superior service being offered at the port of New York.

A. A concern in Lancaster, Ohio, exporting glass and glass products, represented to us that the majority of their tonnage moves via New York because of the many fast, frequent sailings.

A concern in Detroit, Michigan, exporting refrigerators and electrical supplies reported that their inability to use Hampton Roads is due to the lack of fast, frequent sailings to all ports throughout the world. It would support outports if regular services were established to the Islands of the Caribbean, Cuba, Jamaica, Puerto Rico and the West Coast of South America.

A concern in Chicago, Illinois, large importers of food products for the Midwest, are using New York because it is the only port that offers them the frequency of service plus first port of call inbound.

A concern in Detroit, Michigan, exporting manufactured pharmaceuticals, reported that it is necessary that they [fol. 3778] use New York because of the fast, frequent last port of call sailings available on A-1 passenger ships for transporting high-value LCL merchandise.

A concern in New York City, purchasing large quantities of varied products throughout the U.S., originating in C.F.A. territory for shipment to the Persian Gulf, is influenced to use the port of New York because of the more frequent steamship sailings from that port to the Persian Gulf on a regular scheduled call basis rather than those offered at Hampton Roads ports on an if sufficient cargo offered basis.

A concern in Aurora, Illinois, manufacturing and supplying rock crushing machinery, used the port of New York because of the frequency of sailings.

A concern in Chicago, Illinois, manufacturing and supplying fork lift equipment. Largest markets for their product are located at Port Talbot, Swansea, Kardiff, Avonmouth, located in the United Kingdom. Prefer to use the services of the Bristol City Lines, operating direct from New York City to these areas. While it is true Bristol City Lines officially offer service to Hampton Roads, because of the infrequency and independability of such service, they would rather route their cargoes through New York. The same concern has on occasion made shipments through

New York to Beirut, Lebanon. Have used the services via New York because of infrequent services via Hampton Roads.

[fol. 3779] Another concern in Chicago, Illinois, handling automotive and electrical supply equipment, shipping principally in LCL movement, are concerned principally with time. If they missed one sailing from New York, they could secure another to the same destination in a few days, whereas if the cargo were routed to other North Atlantic ports, they would have to wait two full weeks to secure service to final destination.

A concern in Fort Wayne, Indiana, manufacturers of power gasoline pumps and equipment, prefer to route their shipments through New York because of flexibility of sailings world-wide and because of direct sailings.

A trading company in Columbus, Ohio, buying and selling general commodities in the United States for resale and shipment to Iran reported it prefers to route all consignments via the port of New York because of the frequent service, that is, at least one sailing per week as against Hampton Roads advertised sailings of one and possibly two per month, providing sufficient cargo is offered.

A concern in Milwaukee, Wisconsin, manufacturer of transmission machinery and conveyors, reported that they must use the port of New York because of frequent sailings to major ports throughout the world. This is necessary to satisfy their customers' requirements for quick deliveries.

A motor car producer in Detroit, Michigan, continues to export their uncrated material via the port of New York because of distributors' insistence on loading at last port [fol. 3780] of call, frequency of sailings from New York and that cars unlikely to be damaged with less handling at last port of call, and quicker ocean dispatch.

A company in Galion, Ohio, suppliers of rollers, scrapers and road graders, admitted the port of New York is more costly but still is the only port that offers flexibility of sailings and ample storage space for most shipments.

A company in Chicago, Illinois, suppliers of power shovels, reported that it is highly imperative their shipments be cleared via the port of New York because of the unlimited sailings available at all times. Principal markets abroad are in Europe.

A concern in Toledo, Ohio, suppliers of plasters, investment compounds and dental supplies, prefers to use New York because of the nature of their shipments, i.e., LCL, and more frequent sailings to all world ports. Would only consider using other North Atlantic ports in the event of strike or labor tie-ups.

A concern in Oshkosh, Wisconsin, manufacturing motor trucks, represented that the majority of shipments clear New York because instructions received from abroad to clear shipments on steamers arriving at destinations in the shortest time.

A concern in New York, supplying chemicals and resins, solvents and insecticides purchased in Marshall, Illinois and Memphis, Tennessee, must ship through port of New [fol. 3781] York due to frequency of sailings and less time in arrival at Japanese ports of Yokohama and Kobe, being first ports of call after New York.

An export company in Fort Wayne, Indiana, buying and selling general supplies throughout C.F.A. territory, ship via the port of New York because of more frequent and diversified sailings.

A concern in Minneapolis, Minnesota, manufacturing and selling power mowers, reported that because of the multitude of LCL shipments, New York is the only port able thus far to offer a sufficient number of sailings to world destinations to handle these shipments.

A concern in Chicago Heights, Illinois, selling school supply products. Principal markets for export of this LCL material are Mexico, Cuba, Puerto Rico and Venezuela and use the port of New York because of lack of services and infrequent sailings to the countries mentioned through other North Atlantic ports.

A concern in Detroit, Michigan, purchasers and suppliers of rags and old clothing, principal sales to Italy, Greece, Manila, Hong Kong, and other Far East destinations. Contracts are subject to being shipped on certain shipping dates, and it is therefore necessary they have a number of sailings to choose from to keep their customers satisfied.

A concern in Springfield, Ohio, manufacturers of incubators for export. Products are principally sold in Cuba, Puerto Rico and countries in South America. Continue

[fol. 3782] to use New York because of fast, regular, dependable service by steamer to these areas.

In addition to the above, we have received reports from concerns located in areas other than C.F.A. territory and cite the following two examples:

A concern in Richmond, Virginia (approximately 90 miles from Virginia's ports), manufacturing and supplying pharmaceuticals, ship to New York daily for export because New York can provide regular sailings to world-wide destinations.

A concern located in Cleveland, Ohio, main office, with plants in Charleston, West Virginia, Dunkirk, New York, Ashtabula and Conneaut, Ohio, and Plymouth, North Carolina prefer to continue to use the port of New York for export shipments because of consolidations and frequent, fast sailings to world-wide destinations.

Q. Are there other cases where superior services offered at New York and not offered at other ports are an inducement to shippers regardless of cost?

A. We have several such cases, for example, the following:

A glassware company, located in Columbus, Ohio, exporting large quantities of their product to world markets, report that they prefer and their customers instruct them to use Class #1 fast steamship service for their commodity.

Another concern in Detroit, Michigan, manufacturers and suppliers of pharmaceuticals in LCL movements, reported [fol. 3783] they prefer to use and their customers request shipments via passenger vessels.

Another concern in Chicago, Illinois, manufacturer of artificial sausage casings, converters of plastic film products, with plants located in Danville, Ohio, is forced to use the port of New York exclusively because their shipments are LCL and require quick dispatch and delivery to destinations. Customers specify shipment onboard fast, passenger steamers from New York to final destinations.

A concern in Chicago, Illinois, importers of earthenware and ceramics from Italy. They advise it is quite imperative these fragile commodities be imported on the fastest steamers available because their margin of profit is very small

compared with volume sold. They stated the services now being offered at Hampton Roads ports by the American Export Line cannot be as expedient as the fast passenger liners of the same line.

Q. Can you think of any other steamship service advantages via the port of New York?

A. Yes, shorter voyage time from New York to various world-wide destinations because of New York being last port of call outbound and first port of call inbound.

By way of example, where a ship is offered for sailing from Hampton Roads ports, it will quite often call at other North Atlantic ports previous to its departure from New York City. Very often they will load at Baltimore, Philadelphia and Boston and then sail direct from New York [fol. 3784] to destination. This makes a difference between the loading time at Hampton Roads and arrival at final destination of anywhere from four to ten days longer than if the cargo were shipped to New York for outbound transport.

This is likewise true on arrivals of imports. A ship will first discharge at New York and then proceed to Boston, to Philadelphia, to Baltimore, to Hampton Roads as last port of discharge. Where time is of importance and the value of the merchandise in question is high, the time is more valuable than freight rate savings or other expense items and the shipper will use the most expeditious port of exit and entry. We have the following typical examples:

A concern in Chicago, Illinois, importers of nuts and bolts. This company usually discharges their imports at first port of call inbound—Boston for bolts and nuts from Sweden, and New York for other imports from the Continent. Speed in delivery to Chicago is an important factor in their business.

A concern in Racine, Wisconsin, importers of carnuba wax from Brazil, requests discharge at the first port of call, i.e. either New York or New Orleans.

A concern in Aurora, Illinois, manufacturers of conveyors, trench excavators and asphalt mixing machines, supplied principally to contractors and large engineering firms abroad, reported that it is imperative they select last port of call for their exports. To give an example, when

a ship sailed from Norfolk in September and ten or eleven [fol. 3785] days later from New York to Le Havre, France, it takes seven days transit time from Aurora to New York; therefore, if the shipment were routed to Hampton Roads it would cost them approximately 18 days difference in time of delivery at destination, tying up their money and the customer's money to the extent the customer would have to pay accrued interest, some of which can be eliminated by selecting direct sailings from New York City.

A concern in Minneapolis, Minnesota, importers of canned sardines, flat bread, cheese and fish products, principally from Norway, import through the port of New York via Norwegian Line steamers who make New York their first port of call inbound from Norway. In addition, a certain quantity of their imported products are distributed in the New York market area.

A concern in Detroit, Michigan, importing general merchandise, operating a chain of stores throughout the East and West, purchasing principally Japanese and European merchandise, prefer to discharge at New York which offers the best allround service because the majority of their stores are located in the Northeast and Midwestern states and ships call at New York first inbound from foreign ports.

New York foreign traffic specialists and export consultants acting as agents for several clients located in Michigan and Missouri who are actively engaged in exporting merchandise to the United Kingdom, reported that the economical features and savings in shipping through [fol. 3786] Hampton Roads were secondary to the delay in transit of five to seven days between steamers calling at Hampton Roads ports and later outbound from New York. Would consider the use of our ports if and when direct service is offered from the Hampton Roads area.

A company in Milwaukee, Wisconsin, importing seaplanes from Italy, reported that because of the high cost of this commodity and the speed with which these orders must be expedited, they estimate they can save at least four days in transit time by discharging planes at the port of New York instead of outports.

A company in Indianapolis, Indiana, manufacturing drugs and pharmaceutical products, reported that it is not practical to use our ports for the movement of this material mainly because of the advantage of booking same on direct last port of call steamers from New York.

A company in Detroit, Michigan, manufacturers and suppliers of pharmaceuticals, reported that it is necessary to use New York because of the frequent last port of call sailings.

A concern in Fond du Lac, Wisconsin, a leather tannery, use the port of New York exclusively because of direct last port of call fast sailings.

Automobile manufacturing concern in Detroit, Michigan, must use last port of call because of likely damage in the stowage of cargo and time between outports and last port of call.

[fol. 3787] A concern in Kansas City, Missouri, exporting steel fabricators and manufacturer of oil field equipment, prefer to use the port of New York because of the many steamers sailing direct from that port to foreign destinations.

New York exporters and confirming house, purchasing in C.F.A. territory for export of general merchandise, reported that most customers specify New York as port of exit because of New York being last port of call and offering fastest steamer service to final destination.

New York distillers of spirits with plant located in Lawrenceburg, Indiana, export exclusively through New York because their principal obligation to customers is to book on steamers sailing from New York, last port of call, arriving earliest at destinations.

We also have a concern in Richmond, Virginia, importing cigarette machines and tobacco machines through the port of New York in considerable volume per month. These machines are imported on the Queen vessels of the Cunard Line. These vessels do not call at Hampton Roads ports. In order to avoid delays and save time in actual deliveries to their Richmond plant, they must have seven-day service from England to Richmond, Virginia.

Q. Can you think of any other examples where superior

steamship service offered at New York diverts cargo through that port?

A. Yes, we have several examples where stowage necessary at the last port of call had routed cargo through [fol. 3788] New York when same could have moved through our ports.

A New York purchasing company, who purchased fatbacks in the Midwest and originally intended to route the cargo through Hampton Roads ports and were advised by the steamship company they would not accept same at this port due to the fact the material in question required stowage in reefer space. The same steamer called at Hampton Roads five to six days earlier and sailed from New York later; therefore, in order for the steamship company to save the expense of icing, etc. en route from Hampton Roads to New York, they would not accept the cargo here.

A company located in Chicago, Illinois, exporting compressed bales of rags and old clothing to Italy, Greece, Syria, Italy, etc. Because of the low value of this commodity and its low ocean freight rate, the steamship company refused to accept the cargo at any other port except New York so that they, in turn, could load the cargo on their ships if and when they had available space, giving storage for the consignee for the bales left on the pier until same could be allocated proper space.

A New York concern who purchase iron and steel articles, plates, cars, billets, etc. in C.F.A. territory; because of the low ocean freight rates assessed against this type of cargo this company ships large quantities to New York steamship piers where same is held free of storage charges so that quantities can be loaded on each vessel as it sails from New York City providing space is available.

[fol. 3789] A New York concern who purchase boilers from Chattanooga, Tennessee, reported that in spite of the freight savings afforded by using either Gulf ports, South Atlantic ports or Hampton Roads, the shipper was forced to divert this cargo through the port of New York due to stipulations in the letter of credit wherein consignee requested special stowage arrangements in order to afford a faster discharge at destination on off-shore lighters.

Q. Are there any other export-import factors having a tendency to divert cargoes through the New York harbor area?

A. Yes, there is, principally in the form of consolidation of both export and import shipments in a major port. This also aligns itself with superior steamship services offered at New York, plus New York freight forwarder control, consideration of local consumption in the immediate vicinity of New York for domestic materials, consolidation of export materials in the same cars, control exercised by export offices of large companies in the New York area, and free time offered by steamship companies on their own piers in New York to permit such consolidations. In the first group we have many examples of consolidated shipments:

A concern in Lancaster, Ohio, manufacturing glass and glass products, with plants located throughout the United States and Canada, use the port of New York averaging one consolidated car per day due to instructions received from their New York brokers and export sales representa- [fol. 3790] tives overseas because of the excellent distribution set-up in the New York harbor area, permitting many consignments for various world destinations to be shipped in one car at carload rates, breaking bulk at the railroad piers for redistribution throughout the harbor area.

A New York concern purchasing materials throughout the United States for interests in the Far East reported that the majority of their business if routed to New York via freight forwarding service (rail). The bulk is then broken, the material then trucked to the steamship piers and held on the pier free pending arrival of other materials from various destinations to be consolidated under one bill of lading, thus avoiding minimum ocean bill of lading charges, etc.

A concern in Detroit, Michigan, operating a chain of stores throughout the United States, Canada, and Mexico, imports merchandise from Japan and European countries. They maintain their own warehouse facilities at New York for import materials received and redistributed throughout the country from this point in carload lots.

A company located in Columbus, Ohio, manufacture and export glassware; reported that they use the harbor at New York because their export sales office is located in New York with trained personnel who understand all phases of their business. This permits consolidation of shipments, flexible split delivery service to all piers and expedited clearance of movements without excessive storage charges.

[fol. 3791] A concern in Detroit, Michigan, manufacturing electrical supplies, such as refrigerating equipment, etc., route their shipments in consolidated cars to the New York harbor for redistribution, breaking bulk at port for various foreign destinations.

A Chicago company, large importers of food products for the Midwest, imports this material in small quantities through New York, consolidates orders and materials for reshipment in carload lots to various destinations in the Midwest.

A concern in Detroit, Michigan, manufacturer of Pharmaceuticals, reported that the majority of their export tonnage is cleared through the port of New York because of consolidated shipments and the savings afforded therefrom. Ship carload lots to their warehouse at New York and break bulk for redistribution world-wide. They seldom receive solid carload orders for any given foreign destination or overseas buyer.

A company in Milwaukee, Wisconsin manufacturers of transmission machinery and conveyors, shipping an average of one consolidated car per week to New York with approximately ten to fifteen shipments consigned to different companies. Must use New York because of accessibility of frequent sailings to major ports throughout the world.

A company located in Churubusco, Indiana, manufacture and supply tractors. They export LCL shipments in combined consolidated cars consigned to a New York broker [fol. 3792] who breaks bulk at New York and redistributes to various steamship lines for export.

A concern in Minneapolis, Minnesota, manufacturing power mowers, use the port of New York because of the multitude of LCL shipments and the opportunity to con-

solidate and take advantage of carload rates. They believe New York is the only port able to offer a sufficient number of sailings to various destinations to service their accounts.

A concern in Cleveland, Ohio, with plants located in West Virginia, New York, Ohio and North Carolina, prefer to use the port of New York because it is the best port available to handle consolidated shipments originating at their various plants. In addition, they have their own export sales office and personnel in New York City to see that shipments are properly handled and expedited.

A concern in Chicago Heights, Illinois, shipping school supplies and products, states they must ship in consolidated cars via the port of New York to break bulk and forward to various foreign destinations. Consider it would be impractical to ship through other North Atlantic ports.

A concern in Chicago, Illinois, manufacturing artificial sausage casings, converters of plastic film products with plants located in Danville, Illinois, uses the port of New York exclusively because the majority of their orders are received from confirming houses in the New York area, specifying routing through New York freight forwarders [fol. 3793] and foreign customers' requests to route via New York. Most of their shipments must be shipped onboard fast passenger services which only call at New York.

Another concern in Chicago, Illinois, acting as export managers for various concerns in official territory, reported that the preponderance of their overseas customers specify routing via New York.

Another Chicago manufacturer of camera equipment and supplies reported that their routings are controlled by customers and New York freight forwarders, and they must abide by their instructions.

Another concern in Columbus, Ohio, manufacturers of scales, crushers, conveyors for export and import, reducing chairs. This firm exports in considerable volume to England and Japan. In all cases, customer specifies routing via the port of New York.

A concern in Milwaukee, Wisconsin, manufacturing electrical controlling apparatus, receive export orders from confirming and commission houses in New York City, who all specify routing via the port of New York.

Another concern in Chicago, Illinois, manufacturing telephones and telephone equipment, reported that 90 per cent of total volume of export are shipped in consolidated cars consigned to their New York freight forwarder who then breaks bulk and reforwards shipments to various foreign destinations in fast steamer service.

[fol. 3794] A manufacturer in Indiana and Illinois, with sales offices or international division located in New York, consolidate all their shipments at one depot in New York City for redistribution from New York to various foreign destinations.

A company in Peoria, Illinois, who manufacture fork lift trucks, reported that 90 per cent of their export movements over which they have direct control are LCL and bookings are made by and through their New York forwarder. Interior movement is in consolidated cars forwarded to New York under instructions to load on fast vessels.

A concern in Milwaukee, Wisconsin, manufacturing power insulators, transformers, etc. for power industry, plants located throughout the United States, reported that the majority of their shipments are LCL movements in consolidated cars, all of which are being cleared at the port of New York because the port affords them the best service for their special requirements.

A company in Chicago, Illinois, manufacturing chain saws, portable grinders, flexible shafts, with a plant located in Crete, Illinois, are exporting via New York because of excellent steamship service offered at that port. Majority of their exports are LCL and are shipped in consolidated cars for distribution to steamers for various destinations.

A company in Detroit, Michigan, export sales representatives for manufacturers of agricultural equipment, sprayers, dusters, truck equipment, etc., are exporting through [fol. 3795] New York three consolidated carloads per week. Practically every export order they receive is small and is an LCL shipment; therefore, it is more practical and economical for them to hold cars and consolidate these orders along with supplies from outside vendors in order to obtain lower carload rates.

This is likewise true of another concern in St. Louis, Missouri, who manufacture and supply chemical products.

Another concern in Minneapolis, Minnesota, manufacturing trucks and auto products.

A concern in Kankakee, Illinois, consolidate material manufactured at their Milwaukee and Kankakee plants into solid cars along with their domestic shipments moving into the New York area.

Another concern in Racine, Wisconsin, manufacturers of electric motors, grinders and precision tools, consolidate their export movements of LCL freight and ship carloads to New York for clearance by their broker. Further state they have no control over routings and port of exit since their foreign distributors designate the route and the freight forwarders to handle the shipments at the port of New York.

Local Consumption at New York and Vicinity

A concern in Toledo, Ohio, importers of spices, coffee and tea, route their cargoes through New York because of the vast consuming area for sales in the New York harbor area. They forward the balance to customers in C.F.A. territory.

[fol. 3796] A concern in Chicago, Illinois, importers of sewing machines and parts, considers it uneconomical and impracticable to ship through other ports except New York because of the large distribution and sales market located within the New York area.

A concern in Chicago, Illinois, importing printing presses, the majority of which are consumed in the northern states, the balance shipped to midwestern states.

A concern in Grand Rapids, Michigan, importers of fish products from Europe, through the port of New York because of a greater consumption, balances of consolidated shipments are then shipped to Ohio, Michigan, and Illinois. In addition to the above, this cargo requires stowage in reefer ships and therefore was forwarded through New York because it is the first port of call inbound.

A company in Minneapolis, Minnesota, importers of canned sardines, flat bread, cheese and fish products. Commodities are purchased from Norway and shipped via fast Norwegian Line steamers who make New York first port of

call. The New York consuming public offers the best markets for the outlet of their product, the balance being shipped to midwest destinations.

A concern in Chicago, Illinois, tea importers, use the port of New York for such importation because of the tea samplers being available at that port and the large quantities of their material being consumed in the New York area and New England states, the balance being shipped to [fol. 3797] Midwest destinations.

A company located in New York, importers of desiccated coconut with offices in Chicago, import this product through New York for warehousing and redistribution to various U.S.A. destinations due principally to the central location of New York to their markets and the vast consumption possibilities in the New York area.

Q. Have you found that the New York freight forwarders and brokers have influenced he movement of traffic via New York rather than via Hampton Roads?

A. Yes, for example:

A concern in Green Bay, Wisconsin, manufacturers of tissue papers, route through New York in accordance with instructions from their freight forwarder.

A concern in Racine, Wisconsin, manufacturers of hydraulic pumps and metal cutting machines, route shipments through the port of New York because of overseas customers' requests and their customers' selection of New York brokers.

A concern in Lansing, Michigan, manufacturer of trucks, prefer to use New York because of their long assocation with a New York freight forwarder and his routing of all their orders via that port.

A concern in Kansas City, Missouri, manufacturers of wire rope, etc., reported that routing is controlled by their New York broker via that port.

A concern in Milwaukee, Wisconsin, manufacturer of diesel engines with plant located in St. Louis, Mo., receive [fol. 3798] orders from concerns in Europe from European brokers via their agents in New York who control routing through that port.

A concern in Minneapolis, Minnesota, manufacturers of breakfast cereals, routing via New York on account of broker control.

A concern in Columbus, Indiana, manufacturing trucks, shovels, draglines, cranes, tractors, etc., reported that the principal distributors and purchasers are concerns in New York City who purchase for reshipment to foreign destinations, therefore, specify New York.

A concern in Peoria, Illinois, manufacturing cutting parts for agricultural machinery, routings and bookings controlled via the port of New York by freight forwarders and brokers and as specified by their foreign buyers.

A concern in Racine, Wisconsin, manufacturers of dried milk and dried milk products, reported that all export movements sold to their foreign markets are shipped to the port of New York in accordance with clients' forwarders' instructions.

A concern in Grand Rapids, Michigan, manufacturers of carpet sweepers, reported that all their export shipments are routed via the port of New York as per their agents' and brokers' instructions.

A concern in Cincinnati, Ohio, manufacturers of hand tools, reported that New York has been the only port used by them for many, many years because of their long association and established relationship with forwarders. [fol. 3799] They prefer not to use the outports despite the economical advantages offered.

A concern in Grand Rapids, Michigan, manufacturing school auditorium, stadium furniture, etc., reported that most of their export orders are received from purchasing agents in the New York area and routed through the New York port.

A concern in Chicago, Illinois, manufacturing tin plate and aluminum, reported export orders are placed with this concern through a commission house in New York who route all shipments via that port.

A concern in Cedar Rapids, Iowa, manufacturer of heavy equipment used by garages for overhauling auto engines. Orders placed by New York commission and confirming houses. They have no control over inland rail or ocean routing. This is controlled by agents, representatives and brokers in New York.

A concern in Waterloo, Iowa, manufacturing cement mixers, hoists and pumps, reported routing is controlled by purchasing agents in New York.

Free Time.

New York international company with domestic company's plants located in La Crosse, Wisconsin and Michigan City, suppliers of mining machinery, coal cutters, drills, compressors, etc., are well aware of the inland freight savings this company could effect by clearing export shipments through Hampton Roads ports; however, they prefer [fol. 3800] New York and ship through New York due to the complications of arranging the clearance of various consolidated shipments at seaboard. Steamship companies can and will hold their shipments on their piers free of charge awaiting the proper consolidation.

New York export company, purchasing various supplies in C.F.A. territory for Far East shipment, prefer New York because the shipments can be delivered to steamship piers where material is held on the pier free pending arrival of other material to be cleared, thus avoiding payment of minimum bill of lading charges, etc.

Large New York oil company, purchasing general supplies for their interests in Arabia, route their shipments through New York because steamship piers are controlled and operated by the steamship companies and not the railroads or private interests wherein he is able to hold his shipments on the steamship company piers free of charge indefinitely pending receipt of licenses, letters of credit and other releases necessary to consolidate and forward to foreign destinations.

A concern in Detroit, export division of a motor car company, reported that they consolidate shipments and route them through New York piers because of free time offered by steamship companies necessary for consolidation purposes.

A Galion, Ohio concern, manufacturers of rollers, scrapers and road graders, route all their shipments through New York because of free time allowed on steamship piers.

[fol. 3801] A concern in Fort Wayne, Indiana, export and import sales representatives for midwestern companies, use the port of New York for consolidated shipments because steamship companies allow more free time.

A Dayton, Ohio concern, manufacturers of cash registers and cash register supplies, reported that they move their shipments through New York because steamship companies permit them to hold their cargo on their piers for indefinite periods without assessing any charges.

Q. Do confirming houses or commission houses also influence the movement of traffic through New York rather than Hampton Roads?

A. Yes, for example:

A concern in Kansas City, Missouri, manufacturing fibreglass coating for insulation, reported that the majority of their tonnage is moved via the port of New York because their materials for export are sold to commission houses in New York.

A company in Piqua, Ohio, manufacturer of presses for oil seeds, ranging in weight from 6500 lbs. to 300 tons each, offer their product for sale through a New York commission house who insists on the cargo being routed overseas via the port of New York.

A company in Minneapolis, Minnesota, manufacturing electric generators. This company is aware of the economical advantages offered at Virginia's ports but to date their hands are tied to route cargo other than through New [fol. 3802] York unless their New York agents can be persuaded to route through our ports.

A concern in Dayton, Ohio, manufacturers of electric motors. Most of their shipments are LCL and ship via the port of New York in accordance with instructions of New York commission house.

A concern in Milwaukee, Wisconsin, manufacturers of cranes and shovels, two tons to 300 tons each, sell their product for export through confirming houses at New York who control the routing, steamship bookings, etc. These shipments all move through New York.

A concern in Milwaukee, Wisconsin, manufacturing electric tools and switch equipment. Every export shipment is made in accordance with customers' instructions. Their orders are placed by electrical confirming houses located in New York.

A concern in Cicero, Illinois, manufacturing automobile stamping presses. Export orders are received from New

York commission houses who route through the port of New York.

Cincinnati, Ohio manufacturer of chemicals. Same as above.

A concern in Milwaukee, Wisconsin, seed dealers, importers of seeds, import approximately 100 tons of seed per year from Holland, all of which is purchased by them through New York seed houses.

A concern in Battle Creek, Michigan, manufacturers of heavy fork lift trucks and warehouse material-handling [fol. 3803] equipment. Their export activity is confined to four very active markets at present. They are exporting approximately six carloads per month to New York firms who are agents for their overseas distributors and issue full routing instructions via the port of New York which the supplier follows implicitly.

A company in Milwaukee, Wisconsin, manufacturing gasoline engines, routing via the port of New York is controlled by a New York commission house affiliated with a New York eastern distributor who places orders for sales at Far East destinations.

A packing company in Chicago, Illinois, exporting large volumes of lard to England, Europe, Cuba and Puerto Rico. It is consigned in accordance with directions and routings received from New York lard commission houses who direct movements through the port of New York.

A Chicago, Illinois manufacturer of radio equipment and supplies reported their foreign orders are received principally through confirming houses in New York and are invariably routed by the confirming houses through the port of New York.

Q. Are export shipments controlled by overseas purchasers in many instances?

A. Yes, for example:

A concern in Clintonville, Wisconsin, manufacturing heavy duty trucks. Consignees invariably instruct routing via the port of New York.

[fol. 3804] A concern in Columbus, Ohio, engineering company, principally interested in constructing large blast and heat furnaces abroad. To date their overseas customers always designate the port of New York.

A concern in Columbus, Ohio, manufacturing glass show cases reported the majority of their shipments are LCL with routings and steamship bookings being made in accordance with customers' instructions to route via the port of New York.

A concern in Chicago, Illinois, with plant in Hamilton, Ohio, manufacturers of hydraulic and mechanical presses. Terms of sale F.O.B. plant with routing and port of exit controlled by the New York freight forwarding agencies of the buyers, all routed via New York.

A concern in Louisville, Kentucky, manufacturers of laundry and dry cleaning machinery. This firm is using the port of New York and reports consignees in France, Germany and the Netherlands indicate New York; therefore, all traffic moving via this means.

Cincinnati, Ohio concern, supplying cutting oil. All export routings and control is exercised by their buyers who specify via New York.

Another concern in Cincinnati, Ohio, manufacturers of milling machinery, reported they always use the port of New York because the consignees so instruct and have many connections with freight brokers, banks and others in the New York area.

[fol. 3805] Another concern in Aurora, Illinois, manufacture pumps, sewage and water purification equipment. Export sales terms specify F.A.S. New York in accordance with customers' instructions.

A company in St. Paul, Minnesota, who manufacture hoists and derricks. Orders are placed by contractors making purchases and specify New York as port of clearance.

A Chicago, Illinois concern, manufacturing automatic lift trucks and fork lift equipment. All export orders shipped in accordance with overseas distributors' instructions. In their position they would only recommend to the customers they can effect savings by using other ports; however, their recommendations are not followed, cargo still moving via New York.

A company in Kansas City, Missouri, manufacturers of steel fabricators and oil field equipment, will continue to export via the port of New York because of customers' requests and letters of credit specifying New York routing.

A concern in Milwaukee, Wisconsin, manufacturers of truck bodies and steel parts for farm equipment and supplies, routing via the port of New York controlled by purchasers and through letters of credit.

A company in Anderson, Indiana, manufacturing glass forming machines and paper packaging machinery. Overseas customers instruct routing via the port of New York and so specify on letters of credit.

[fol. 3806] A company in Chicago, Illinois, export agents for various manufacturers in C.F.A. territory. Most of the overseas buyers placing the orders with their principal companies generally designate the port of exit as New York on orders and also establish letters of credit on New York banks, specifying routing via New York.

A company in Chicago, Illinois, manufacturing cleaning and polishing compounds, route through the port of New York on customers' insistence and designations in letters of credit.

A Chicago concern, representatives of various manufacturers in the area, route their export shipments of freight through the port of New York because of customers' requests.

Where letters of credit specify routing via the port of New York or other special terms, such as special stowage that cannot be accomplished at other ports except New York, also New York banks' control and tie-in with foreign banks, writing letters of credit specifying New York brokers, specifying steamship companies, steamer names and ports of entry, all restricting the movement via other ports than New York, expiration time of letters of credit.

A good example is an engineering concern in New York who purchased boilers and pipes from a Chattanooga, Tenn. company wherein the letter of credit stipulated on deck bill of lading; no partial shipments permitted; consignee requested special stowage arrangements in order to afford faster discharge at destination to off-shore lighters.

[fol. 3807] Another shipment purchased by a New York engineering firm from a concern in Chattanooga, Tennessee and St. Louis, Missouri, item exported generating units; shipments consisted of 50 carloads of freight. Cargo could not be moved through any other port because consignee

stipulated in letter of credit material to be cleared and routed through the port of New York.

Many other examples have already been duplicated in other categories.

Q. Are there other instances where control of export and import movements of cargo is governed by the use of particular facilities and supervision and inspection at New York where no similar services are offered at other ports?

A. Yes, this includes, generally speaking, imports of coffee where roasters in the United States order large quantities to be shipped to their plants of various mixes purchased from various world sources. If they were to purchase these directly from the sources, transportation costs and clearance expenses would make the sale of the product prohibitive. This is likewise true of importations of foreign liquors, whiskeys, etc. where the local customer places the order with the U. S. sole distributor or agent of the foreign company. The material is imported into New York, cleared and then reshipped in small quantities.

Another product is the importation of crude rubber in bulk where corers and samplers are available in the New [fol. 3808] York harbor area. If same product were imported through other ports, samplers would have to be imported at the consignee's or shipper's expense. This is also true in the importation of nuts and fruits, etc. where inspections have to be made by U. S. Department of Agriculture officials. No such services are performed at Hampton Roads; therefore, samples and inspection would have to be made by special agents and forwarded to New York or Washington laboratories for tests and delays in reports, etc.

Certain items of nuts, such as Italian chestnuts, are imported into New York by New York brokers, graded and sorted and sold at auction on New York piers. This service could be performed at other ports if there were sufficient volume of such imports to warrant services of such brokers.

Q. Are Virginia's ports faced with competition from areas other than those at issue in this case?

A. Yes, we are, from South Atlantic and Gulf ports due to our proximity to these areas. We are ever mindful of the keen competition and their lower inland freight rates

brought about principally by the Todd-Knott Adjustment wherein export and import rates are considerably lower to and from those ports than those to and from Hampton Roads ports, principally on traffic to and from Europe, Africa, and the East Coast of South America. In addition, insofar as commodity rates are concerned, the adjustments under Ex Parte 206-A further throw the rates out of line by reason of increase of 14 per cent to and from our ports [fol. 3809] as compared to 9 per cent increase to and from South Atlantic and Gulf ports.

Q. In your opinion, what would be the effect on Virginia's ports if the present differentials were eliminated and all export and import rates equalized from differential territory to North Atlantic ports?

A. We believe that if this were the case and rates were equalized, general cargo now moving through the Virginia ports, particularly that requiring quick dispatch and special services as previously enumerated in this statement, would practically all be routed via the port of New York rather than through the Virginia ports. The balance, where there is a savings in freight rates and where time is not of importance and where additional special features are required, such as longer free storage periods, storage intransit privileges, etc., would move through the Gulf and South Atlantic ports, thus drying up traffic moving between differential territory and the Virginia ports.

Other exhibits that have been submitted by the Virginia State Ports Authority show an increase in the movement of general cargo through Hampton Roads ports from 1946-1955 of only 125,000 tons whereas for the same period of time the movement through the port of New York shows an increase of 2,215,000 tons. The slight increase through Hampton Roads can be attributed to an economic factor—the general overall increase in export and import trade to [fol. 3810] and from points throughout the world during that period.

Other testimony of the Virginia State Ports Authority brings out the necessity for maintaining our present general cargo facilities to be used in case of a national emergency. Unless the freight differential is preserved, the

traffic will move elsewhere and in my opinion the present facilities will not be properly maintained and eventually will become obsolete.

[fol. 3811]

VERIFICATION

City of Norfolk
State of Virginia ss.

George E. Miller, being duly sworn, deposes and says that the foregoing statement is true and correct to the best of his information, knowledge and belief.

Signed: George E. Miller

Subscribed in my presence and sworn before
me by the affiant above named on this
11th day of October, 1957

Emma G. Saunders
Notary Public
My commission expires December 21, 1958

[fol. 3812]

I.C.C. EXHIBIT No. 68

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (John W. Hanifin, 1500 First National Bank Building, Richmond, Va.) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Before the

INTERSTATE COMMERCE COMMISSION

Investigation and Suspension Docket No. 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

STATEMENT OF T. JEFFERSON, JR., FREIGHT TRAFFIC MANAGER, THE CHESAPEAKE AND OHIO RAILWAY CAMPANY, RICHMOND, VA.

[fol. 3813] My name is T. Jefferson, Jr., Freight Traffic Manager, The Chesapeake and Ohio Railway Company, Richmond, Va. I have been with this company for nearly 40 years, a vast majority of which has been in rate adjustment work. I have been in my present position since April 1, 1946.

The Chesapeake and Ohio Railway Company has served the port of Newport News since its rails were extended to Hampton Roads in 1882. It has served the port of Norfolk since car-float service was established from Newport News across Hampton Roads shortly after charter authority for such extended service was secured in 1894. The merchandise piers which are owned and operated by the Chesapeake and Ohio, together with supporting facilities, are located at Newport News. Although detailed records of the original adjustment of export and import rates are not now available, nevertheless records which are available indicate that export and import rates to and from Newport News, generally, to and from a portion of Central Territory, have been maintained on a parity with the rates between that territory and Baltimore and the rates between that territory and Norfolk for over sixty years.

Newport News and Norfolk constitute the port of Hampton Roads, which is generally referred to as an outport. When export and import rates were first established to and from Hampton Roads, there may have been some question as to whether or not that port was considered as a part of [fol. 3814] the standard North Atlantic port differential adjustment. However, whether or not Hampton Roads was originally considered a part of that adjustment in the strict sense, it has been found necessary to maintain export and import rates on the Baltimore basis, where possible, since prior to 1900 in order to permit the movement of traffic through and the development of the port. The fact that the Baltimore basis emanated as the standard for the rates from a portion of Central Territory is not significant insofar as Baltimore and Hampton Roads are concerned. The prime consideration has been, and is now, the necessity for the maintenance of rates to and from Hampton Roads which would permit some measure of com-

petition with the port of New York. It was, and has continued to be, competition with New York which has engendered the need for the placement of the rates to and from Hampton Roads on the same differentials under New York that apply at Baltimore in an effort to afford this outport with a rate adjustment which would permit a limited movement of traffic. Even with rates on the Baltimore basis, Hampton Roads has been unable to compete with New York to any appreciable extent. From the standpoint of the practical competitive factors involved, greater differentials under New York would be necessary to insure anything approaching a fully competitive basis for Hampton Roads.

A map, which is offered for identification as Exhibit No. (TJ-A) ——, shows the eastern and northern portions of the United States. The line of railroad of the Chesapeake and Ohio is shown in red. The territory west of the blue line, generally referred to as west of the Sandusky-Mans-[fol. 3815] field-Newark-Marietta line, is that to and from which the rates to and from Hampton Roads, including Newport News, are maintained on the same differentials under New York that apply at Baltimore. My previous reference to the fact that Hampton Roads has export and import rates which afford a measure of competition from only a portion of Central Territory may also be explained by reference to this map. The existing differential adjustment applicable on export and import traffic to and from the North Atlantic ports generally is published from all of Central Territory to or from points west of the green line shown on the map, which is referred to generally as the Buffalo-Erie-Pittsburgh line.

Between the Buffalo-Erie-Pittsburgh line and the Sandusky-Mansfield-Newark-Marietta line lies an important industrial area which is not reached by Newport News on a competitive basis. Export and import rates apply generally to and from New York to and from such points as Buffalo, Erie, Pittsburgh, Akron, Canton, Youngstown, Cleveland, and Wheeling. The rates between such points and Newport News could not be said to be competitive with New York for export and import traffic by any stretch of the imagination. My statement, marked for identification

as Exhibit No. (TJ-B) ——, shows the class rates applicable on export traffic from several representative points in this territory to Newport News and New York, which are important from both a rate-making and a traffic standpoint. Using, as an example, the important industrial city of Youngstown, Ohio, it will be noted that on first class the export rate to Newport News is 42 cents higher than the export rate to New York, whereas on the normal differential basis applicable west of the Sandusky-Mansfield-[fol. 3816] Newark-Marietta line, the export rate to New York would be 3 cents higher than the export rate to Newport News. Other comparisons which may be made readily from this statement show the extent to which the export rates to Newport News are substantially higher than those to New York.

The foregoing representations with respect to class rates are significant because there are export and import commodity rates between Newport News and only a few points in the territory between the Buffalo-Erie-Pittsburgh line and the Sandusky-Mansfield-Newark-Marietta line. In addition to the fact that commodity rates have been established to and from only a few points in this territory, such rates, where published, are also limited to a very few commodities. In the few instances where commodity rates are published on export and import traffic between Newport News and points in this territory, they are generally the same as the rates to and from New York. Export commodity rates from Youngstown to Newport News are published on only six different items of traffic on the same basis as the export rates to New York and import commodity rates are published on only three commodities on the New York basis. Even where there are commodity rates to and from the few points in this territory on the New York basis, there is practically no movement under such rates. Experience has shown that export and import traffic will not move via Newport News where the rates are the same as those applying via New York.

The differential adjustment, insofar as Newport News is concerned, does not apply from a large and important tonnage-producing portion of Central Territory. From the [fol. 3817] territory between the two lines referred to, New-

port News is at a distinct disadvantage; a disadvantage which results in a complete absence of any real competition with New York.

Referring again to the map, marked for identification as Exhibit No. (TJ-A) ——, there is shown the portion of Central Territory west of the Sandusky-Mansfield-Newark-Marietta line which is served by the Chesapeake and Ohio. This is the only portion of Central Territory to and from which traffic may be generated through Newport News at rates which may be said to approach a competitive basis. Such important points as Chicago, Detroit, Midland, Grand Rapids, Saginaw, Toledo, Columbus, Cincinnati, Muncie, Louisville, Huntington and Charleston are reached in direct single-line service by the Chesapeake and Ohio from Newport News. The Chesapeake and Ohio does not reach the port of New York and neither controls nor has an effective voice in the rates between New York and such points. All of the points named are also served by railroads which also serve the port of New York. The points in Central Territory west of the Sandusky-Mansfield-Newark-Marietta line which are served by the Chesapeake and Ohio and which are not served by the railroads which also serve the port of New York are relatively insignificant in the scheme of rate-making. While the Chesapeake and Ohio can exercise control over the export and import rates between Newport News and a number of important points in Central Territory, it cannot exercise any measure of control over the export and import rates between New York and the same points. Thus, between Newport News and the points named, the Chesapeake and Ohio can either increase or reduce the rates to [fol. 3818] and from Newport News. It is powerless, however, to either increase or reduce the rates to and from New York, or to exercise any effective voice as to the measure of such rates.

As illustrative of the geographical situation, my statement, marked for identification as Exhibit No. (TJ-C) ——, shows a comparison of Docket 28300 distances between Newport News and New York and seven points in Central Territory served by the Chesapeake and Ohio. The distances from Charleston, Huntington, Muncie, Cin-

cinnati, and Louisville to Newport News are shorter than the distances from the same points to New York. The distances from Columbus and Chicago to Newport News are only slightly greater, 11 and 24 miles, respectively, than the distances from such points to New York.

My next statement, marked for identification as Exhibit No. (TJ-D) ——, shows Docket 28300 base points and mileages between both Newport News-Norfolk and New York and such base points west of the Buffalo-Erie-Pittsburgh line in the States of Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, New York, Ohio, Pennsylvania, West Virginia, and Wisconsin.

The average distance between all points shown and Newport News-Norfolk is 841.4 miles and between all points shown and New York is 804.1 miles. The average distance between the points in Newport News-Norfolk differential territory and Newport News-Norfolk is 883.3 miles, while between such points and New York is 853.1 miles. There are two observations which should be made about this statement. First, the average difference in the distances between [fol. 3819] the base points in Newport News-Norfolk nondifferential territory in eastern Ohio and New York, on the one hand, and Newport News-Norfolk, on the other, is less than the average differences in the distances between Newport News-Norfolk differential territory in Ohio and New York. Thus, Newport News-Norfolk as compared with New York is relatively nearer to this portion of the nondifferential territory than to the differential territory. This is evidence that the differential adjustment which now exists between the various ports has been established with little regard for relative distances.

Second, this statement shows the situation with respect to the portion of Central Territory to and from which export and import rates to and from Newport News-Norfolk are on the Baltimore basis. Newport News-Norfolk is actually nearer than New York to the States of Illinois, Indiana, Iowa, Kentucky, Missouri, and West Virginia. It is only from the States of Michigan, Ohio, and Wisconsin in the present Newport News-Norfolk differential territory that New York has lesser average mileages.

My statement, marked for identification as Exhibit (TJ-E) ——, shows tonnages of export traffic originating in differential territory which moved via Hampton Roads and via New York for the period August, 1955, to July, 1956, inclusive. The tonnages shown for the port of Hampton Roads were taken from Witness Mollman's Exhibit No. ——. The tonnages shown for the port of New York were taken from Witness Cruickshank's Exhibit No. —— and Witness Mollman's Exhibit No. ——. This statement shows, primarily, a comparison of the types of traffic mov- [fol. 3820] ing for export through the two ports. It is to be noted that of the export traffic moving through Hampton Roads, wheat represented 819,609 tons out of a total of 1,049,017. By way of comparison, the total tonnage of 2,342,212 moving for export through New York included such high-rated traffic as chemicals (19,722 tons), paint and paint material (10,092 tons), manufactured iron and steel (580,073 tons), machinery machines (162,400 tons), machinery parts (30,187 tons), passenger automobiles (57,299 tons), motor vehicles, NOS (68,842 tons), autos and autotrucks, k.d. (120,068 tons), vehicle parts, NOS (91,818 tons), tires and tubes, rubber (33,086 tons), electrical equipment-parts, NOS (16,049 tons), glassware, NOS (11,575 tons), refrigerators and parts (24,670 tons), and manufactures and miscellaneous, NOS (28,749 tons). Reference to this statement shows that in addition to wheat the bulk of the remaining export traffic moving via Hampton Roads was represented by soybeans (39,582 tons), cheese (9,513 tons), animals and products, NOS (12,993 tons), clay and bentonite (6,877 tons), rubber (9,054 tons), and food products, NOS, unfrozen (19,025 tons). The revenues earned on the types of high-grade traffic moving in volume via New York are substantially greater than those earned on the relatively low-grade commodities, which represent a major portion of the traffic moving via Hampton Roads.

A further comparison which may be made indicates that a total of 209 different commodities moved through New York, while only 119 different commodities moved through Hampton Roads.

[fol. 3821] My statement, marked for identification as Exhibit No. (TJ-F) ——, is similar except that it shows a comparison of the import traffic for the period August, 1955, to July, 1956, inclusive, moving via all lines serving Hampton Roads and New York. It is to be noted that out of a total of 292,219 tons of import traffic moving via Hampton Roads, 170,827 tons were ores and concentrates, NOS, and barytes. By way of contrast, the import traffic through New York totaled 645,552 tons and represented a large variety of commodities. The statement shows that 152 different commodities of import traffic moved through New York, while only 64 different commodities moved through Hampton Roads. On import traffic aggregating 100 tons or more, the statement shows that 101 different commodities moved through New York, while only 37 different commodities moved through Hampton Roads.

A large number of Army, Navy, and Air Force installations are to be found in the vicinity of Newport News. The following information with respect to such installations has been taken from a Map of Army, Navy, and Air Force installations in the United States, dated June, 1952, Army Map Service No. 8205:

Petersburg
Fort Lee

Naval Mine Depot
Naval Schools-Mine Warfare
Yorktown

Fort Eustis
Fort Story
Camp Wallace

Langley AFB HQTAC

Fort Monroe
Hampton Roads Port of Embarkation

[fol. 3822] Naval Amphibious Base-Little Creek
Naval Auxiliary Air Station-Oceana
Naval Fleet Air Defense Training Center-Dam Neck

Naval Ammunition Depot-St. Juliens Creek
Naval Hospital

Marine Corps Barracks
Marine Corps Forwarding Depot
Naval Shipyard
Headquarters 5th Naval District
Naval Air Station
Armed Forces Staff College
Naval Communication Station
Naval Fleet Training Center
Naval Public Works Center
Naval Receiving Station
Naval Retraining Command
Naval Supply Center

Radford Arsenal
Radford Ordinance Works
New River Ordinance Plant located at Radford

Camp Pickett located at Blackstone

A. P. Hill Military Reservation located near Fredericksburg

Camp Pendleton-Norfolk

Richmond Quartermaster Depot-Richmond

My statement, marked for identification as Exhibit No. ((TJ-G) ——, shows the cargo tonnage shipped through the port of Hampton Roads by the Government during World War II as compared with the cargo tonnage shipped through the ports of Boston, New York, Philadelphia, and Baltimore during the same period. The total cargo tonnage moving via Hampton Roads for this period represented 12,955,734 tons or 18 percent of the total movement through the five North Atlantic ports shown. This statement also shows the cargo tonnage shipped via all United States ports for the same period.

The port of Hampton Roads has played an important role in World Wars I and II as well as prior national [fol. 3823] emergencies. During World War II, the Government took over the operation of the Chesapeake and Ohio's pier facilities at Newport News. It is difficult to perceive how these facilities could have been developed

and, therefore, how they could have been available for Government use in such national emergencies, if Newport News had not had an export-import rate adjustment to and from a portion of differential territory which would permit the movement of a limited volume of traffic in competition with New York. Not only would the facilities not have been developed to the extent to which they exist today, but they cannot continue to exist on the present basis if the export and import rates between Newport News and a portion of differential territory do not continue to permit the limited measure of competition with New York which exists today.

Several statements in this proceeding include the tonnages of coal transshipped at Newport News and Norfolk as a part of the total tonnages moving through the port of Hampton Roads. There is no defined relation in the transshipping rates on coal between the various origin groups and the various North Atlantic ports. (See *Property Owners Committee* v. *C&O Ry. Co.*, 237 ICC 549, page 568.) The rates on coal to Hampton Roads for transshipment are not under suspension and are not involved in the issues before the Commission in this proceeding. Such rates represent an individual situation which is not involved in or a part of the port differential adjustment applying on general merchandise traffic. Any inclusion of tonnages of coal transshipped through Hampton Roads deals with traffic which is separate and distinct from the [fol. 3824] port differential adjustment applicable on other traffic.

The Chesapeake and Ohio is a party to reduced export and import rates between Newport News and a portion of differential territory which are under suspension. Such reduced rates were published to enable Newport News to continue to have a limited measure of competition with New York in the event the reduced export and import rates to and from New York are permitted to go into effect. This respondent, for the time being, is not now proposing any change in the present rate and differential adjustment applying to and from the North Atlantic ports. However, in the event the reduced rates to and from New York are permitted to become effective, the reduced rates to and from Newport News must also be permitted to become effective.

STATE OF VIRGINIA
CITY OF RICHMOND

T. Jefferson, Jr., being duly sworn, deposes and says that he is Freight Traffic Manager, The Chesapeake and Ohio Railway Company, and that the foregoing statement is true and correct to the best of his information, knowledge and belief.

(Signed) T. JEFFERSON, JR.

T. Jefferson, Jr.

Subscribed and sworn to before me on this the 16th day of October, 1957.

My commission expires on March 21, 1958.

(Signed) R. B. LEGRANDE

R. B. LeGrande
Notary Public

[fol. 3825]

MAP OF CHESAPEAKE & OHIO RAILWAY AND CONNECTIONS

(See opposite) ☞

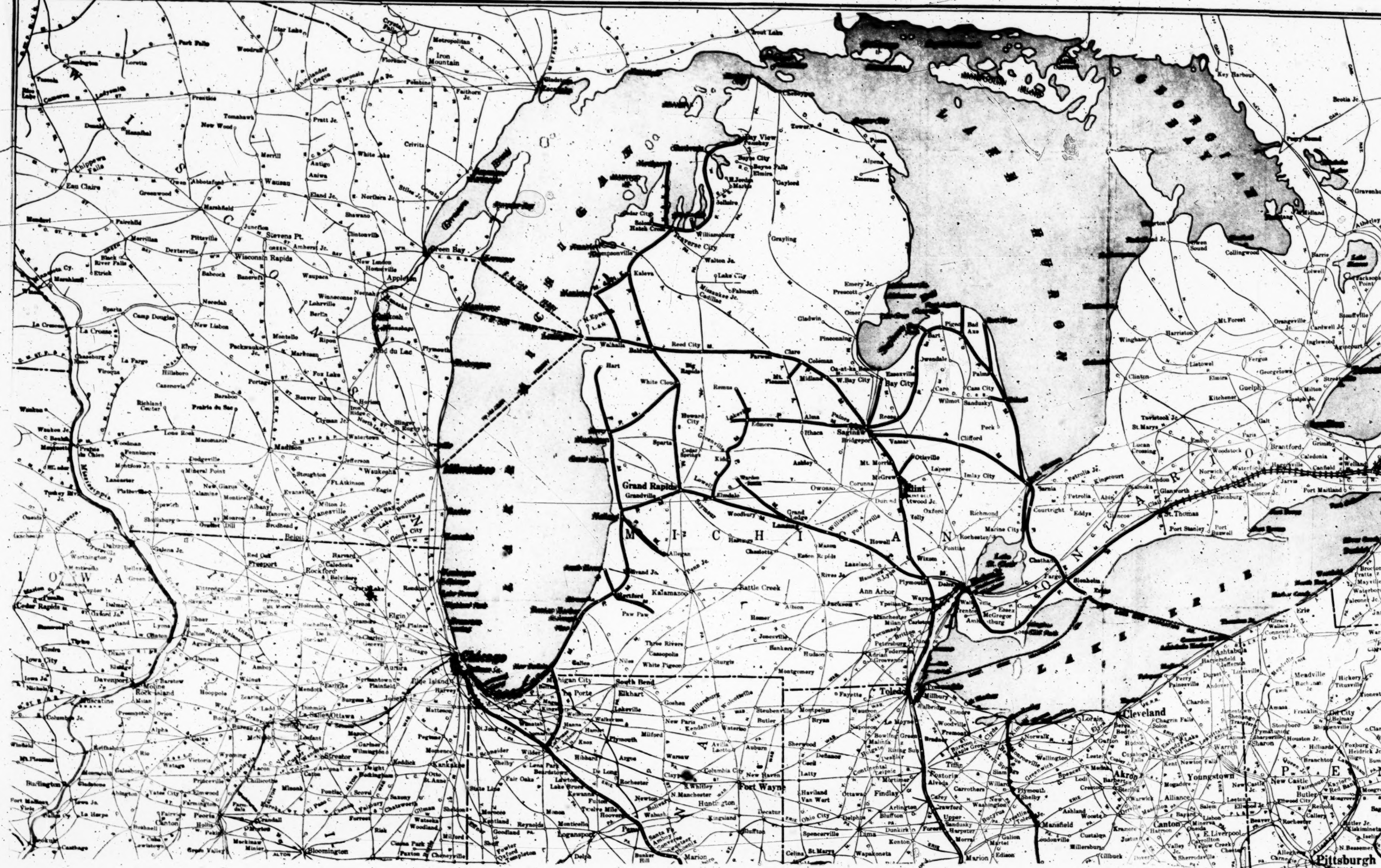
Iron Mountain
Green Bay
Wisconsin Rapids
Stevens Pt.
Eau Claire
Chippewa Falls
La Crosse
Madison
Milwaukee
Fond du Lac
Appleton
Marshfield
Wausau
Antigo
Rhinelander
Menominee
Escanaba
Marquette
Ishpeming
Negaunee
Crystal Falls
Florence
Pembine
Faithorn Jc.
Crivits
Pratt Jc.
Merrill
White Lake
Eland Jc.
Northern Jc.
Stiles Jct.
Shawano
Clintonville
New London
Hortonville
Neenah
Menasha
Oshkosh
Berlin
Ripon
Plymouth
Sheboygan
Port Wash.
Kewaunee
Manitowoc
Two Rivers
Algoma
Sturgeon Bay
Ahnapee
Green Bay
Kewaunee
Manitowoc
Two Rivers
Algoma
Sturgeon Bay
Ahnapee
Escanaba
Marquette
Ishpeming
Negaunee
Crystal Falls
Iron Mountain
Florence
Pembine
Faithorn Jc.
Rhinelander
Antigo
Wausau
Merrill
Crivits
Pratt Jc.
White Lake
Eland Jc.
Northern Jc.
Stiles Jct.
Shawano
Clintonville
New London
Hortonville
Neenah
Menasha
Oshkosh
Berlin
Ripon
Plymouth
Sheboygan
Port Wash.
Fond du Lac
Appleton
Marshfield
Wausau
Antigo
Rhinelander
Menominee
Escanaba
Marquette
Ishpeming
Negaunee
Crystal Falls
Iron Mountain
Florence
Pembine
Faithorn Jc.
Crivits
Pratt Jc.
Merrill

Exhibit T-4
I&S Docket 6615
Witness: Jefferson

LAKE ONTARIO

ADIRONDACK MTS.

GREEN MTS.

WHITE MTS.

ATLANTIC OCEAN

Ottawa
Montreal
Buffalo
Rochester
Syracuse
Utica
Albany
Troy
Schenectady
Kingston
Watertown
Ogdensburg
Plattsburgh
Burlington
Montpelier
Barre
Springfield
Worcester
Providence
Fall River
Hartford
New Haven
Manchester
Portland
Augusta
Bangor
Lewiston
Waterville
Concord
Rutland
Bennington
Pittsfield
Northampton
Scranton
Wilkes-Barre
Williamsport
Binghamton
Elmira
Corning
Jamestown
Erie
Niagara Falls
Toronto
Kingston
Belleville
Peterborough
Ottawa
Montreal
Quebec
Sherbrooke
Newport
Lebanon
Concord
Nashua
Lowell
Lawrence
Haverhill
Portsmouth
Dover
Rochester
Biddeford
Saco
Old Orchard
Westbrook
Auburn
Lewiston
Brunswick
Bath
Rockland
Belfast
Bangor
Oldtown
Milo
Dover-Foxcroft
Skowhegan
Waterville
Augusta
Gardiner
Hallowell
Farmington
Rumford
Strong
Albion
Harmony
Newport
Pittsfield
Burnham Jct.
Brewer
Orono
Old Town
Bucksport
Ellsworth
Mt. Desert Ferry
Bar Harbor
Machias
Calais
St. Stephen
Woodstock
Houlton
Presque Isle
Caribou
Fort Fairfield
Van Buren
Madawaska
Edmundston
Grand Falls
Perth
Andover
Plaster Rock
Doaktown
Chatham
Newcastle
Moncton
Sackville
Amherst
Springhill
Oxford
Pictou
New Glasgow
Truro
Windsor
Kentville
Wolfville
Digby
Yarmouth
Shelburne
Liverpool
Bridgewater
Lunenburg
Mahone Bay
Chester
Halifax
Dartmouth
Sydney
Glace Bay
North Sydney
Port Hawkesbury
Antigonish
Canso
Stellarton
Westville
Springhill Jct.
Parrsboro
Advocate Harbour
Joggins
Maccan
Tidnish
Port Elgin
Shediac
Dorchester
Memramcook
Hillsborough
Albert
Hopewell Cape
Riverside
Alma
Fundy National Park
St. John
Fredericton
Gagetown
Oromocto
Nashwaak
Boiestown
Blackville
Millerton
Newcastle
Chatham
Campbellton
Dalhousie
Jacquet River
Atholville
Tide Head
Matapedia
Causapscal
Amqui
Metapedia
Lac Mégantic
Sherbrooke
Magog
Cowansville
Granby
Farnham
St. Johns
Iberville
St. Lambert
Valleyfield
Huntingdon
Cornwall
Massena
Malone
Moira
Norwood
Rouses Pt.
Plattsburgh
Port Henry
Ticonderoga
Whitehall
Fort Edward
Glens Falls
Saratoga Springs
Schenectady
Albany
Troy
Rensselaer
Hudson
Chatham
Pittsfield
North Adams
Bennington
Brattleboro
Keene
Nashua
Manchester
Concord
Laconia
Franklin
Plymouth
Lincoln
North Woodstock
Littleton
Whitefield
Berlin
Gorham
Jefferson
Lancaster
Groveton
Colebrook
Pittsburg
Beecher Falls
Island Pond
Newport
Derby Line
Richford
Sheldon Springs
Swanton
St. Albans
Essex Jct.
Burlington
Winooski
Montpelier
Barre
Wells River
Woodsville
Bellows Falls
Brattleboro
Greenfield
Gardner
Fitchburg
Leominster
Clinton
Worcester
Framingham
Natick
Boston
Cambridge
Somerville
Medford
Malden
Everett
Chelsea
Revere
Lynn
Salem
Gloucester
Rockport
Newburyport
Amesbury
Haverhill
Lawrence
Andover
Lowell
Nashua
Milford
Hillsboro
Concord
Manchester
Portsmouth
Dover
Rochester
Somersworth
Kittery
Sanford
Biddeford
Saco
Old Orchard
Portland
Westbrook
Gorham
Windham
Naples
Bridgton
Fryeburg
North Conway
Intervale
Mt. Washington
Fabyan
Whitefield
Lancaster
Berlin
Gorham
Shelburne
Gilead
Bethel
Rumford
Mexico
Dixfield
Canton
Livermore Falls
Oakland
Waterville
Fairfield
Skowhegan
Madison
Anson
Norridgewock
Farmington
Strong
Phillips
Kingfield
Carrabassett
Stratton
Eustis
Flagstaff
Rangeley
Oquossoc
Weld
Wilton
Jay
Livermore Falls
Auburn
Lewiston
Crowley's Jct.
Mechanic Falls
Gray
Yarmouth Jct.
Brunswick
Bath
Rockland
Thomaston
Wiscasset
Damariscotta
Newcastle
Boothbay Harbor
Boothbay
Camden
Rockport
Belfast
Searsport
Stockton Springs
Frankfort
Winterport
Hampden
Bucksport
Orland
Castine
Blue Hill
Sedgwick
Brooklin
Deer Isle
Stonington
Isle au Haut
Swans Island
Frenchboro
Northeast Harbor
Southwest Harbor
Seal Harbor
Mt. Desert Ferry
Ellsworth
Franklin
Sullivan
Hancock
Gouldsboro
Prospect Harbor
Milbridge
Harrington
Cherryfield
Columbia Falls
Jonesport
Beals
Addison
Machiasport
Lubec
Eastport
Pembroke
Perry
Calais
Baileyville
Princeton
Grand Lake Stream
Danforth
Vanceboro
Forest City
McAdam
Canterbury
Debec
Scotch Ridge
Meductic
Woodstock
Centreville
Florenceville
Hartland
Grafton
Perth
Andover
Plaster Rock
Nepisiguit
Bathurst
Tracadie
Chatham
Newcastle
Millerton
Blackville
Boiestown
Nashwaak
Oromocto
Gagetown
Fredericton
Hopewell Cape
Riverside
Alma
Fundy National Park
Moncton
Dorchester
Memramcook
Sackville
Tidnish
Maccan
Joggins
Advocate Harbour
Parrsboro
Port Elgin
Amherst
Springhill
Oxford
Pictou
New Glasgow
Stellarton
Westville
Springhill Jct.
Truro
Windsor
Kentville
Wolfville
Digby
Yarmouth
Shelburne
Liverpool
Bridgewater
Lunenburg
Mahone Bay
Chester
Halifax
Dartmouth
Sydney
Glace Bay
North Sydney
Port Hawkesbury
Antigonish
Canso
Mulgrave
Guysborough
Port Mulgrave
Stellarton
Westville
Springhill Jct.
Parrsboro
Advocate Harbour
Joggins
Maccan
Tidnish
Port Elgin
Shediac
Dorchester
Memramcook
Hillsborough
Albert
Hopewell Cape
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Fundy National Park
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Fredericton
Gagetown
Oromocto
Nashwaak
Boiestown
Blackville
Millerton
Newcastle
Chatham
Campbellton
Dalhousie
Jacquet River
Atholville
Tide Head
Matapedia
Causapscal
Amqui
Metapedia
Lac Mégantic
Sherbrooke
Magog
Cowansville
Granby
Farnham
St. Johns
Iberville
St. Lambert
Valleyfield
Huntingdon
Cornwall
Massena
Malone
Moira
Norwood
Rouses Pt.
Plattsburgh
Port Henry
Ticonderoga
Whitehall
Fort Edward
Glens Falls
Saratoga Springs
Schenectady
Albany
Troy
Rensselaer
Hudson
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Essex Jct.
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Wells River
Woodsville
Bellows Falls
Brattleboro
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Gardner
Fitchburg
Leominster
Clinton
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Cambridge
Somerville
Medford
Malden
Everett
Chelsea
Revere
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Salem
Gloucester
Rockport
Newburyport
Amesbury
Haverhill
Lawrence
Andover
Lowell
Nashua
Milford
Hillsboro
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Manchester
Portsmouth
Dover
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Somersworth
Kittery
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Biddeford
Saco
Old Orchard
Portland
Westbrook
Gorham
Windham
Naples
Bridgton
Fryeburg
North Conway
Intervale
Mt. Washington
Fabyan
Whitefield
Lancaster
Berlin
Gorham
Shelburne
Gilead
Bethel
Rumford
Mexico
Dixfield
Canton
Livermore Falls
Oakland
Waterville
Fairfield
Skowhegan
Madison
Anson
Norridgewock
Farmington
Strong
Phillips
Kingfield
Carrabassett
Stratton
Eustis
Flagstaff
Rangeley
Oquossoc
Weld
Wilton
Jay
Livermore Falls
Auburn
Lewiston
Crowley's Jct.
Mechanic Falls
Gray
Yarmouth Jct.
Brunswick
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Boothbay Harbor
Boothbay
Camden
Rockport
Belfast
Searsport
Stockton Springs
Frankfort
Winterport
Hampden
Bucksport
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Sedgwick
Brooklin
Deer Isle
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Swans Island
Frenchboro
Northeast Harbor
Southwest Harbor
Seal Harbor
Mt. Desert Ferry
Ellsworth
Franklin
Sullivan
Hancock
Gouldsboro
Prospect Harbor
Milbridge
Harrington
Cherryfield
Columbia Falls
Jonesport
Beals
Addison
Machiasport
Lubec
Eastport
Pembroke
Perry
Calais
Baileyville
Princeton
Grand Lake Stream
Danforth
Vanceboro
Forest City
McAdam
Canterbury
Debec
Scotch Ridge
Meductic
Woodstock
Centreville
Florenceville
Hartland
Grafton
Perth
Andover
Plaster Rock
Nepisiguit
Bathurst
Tracadie
Chatham
Newcastle
Millerton
Blackville
Boiestown
Nashwaak
Oromocto
Gagetown
Fredericton

[fol. 3826]

Exhibit TJ-1
ICC Docket 6615
Witness: Jefferson

STATEMENT SHOWING CLASS RATES FROM SPECIFIC ORIGINS IN HAMPTON ROADS NON-DIFFERENTIAL TERRITORY TO NEWPORT NEWS-NORFOLK, VA., COMPARED WITH SIMILAR INFORMATION TO NEW YORK, N. Y.; (SUCH ORIGINS BEING IN NEW YORK DIFFERENTIAL TERRITORY)

Rates Subject to Ex Parte 206 Increase

To:	Newport News, Va.						New York, N. Y.					
	Classes						Classes					
From	1	2	3	4	5	6	1	2	3	4	5	6
Cleveland, Ohio	295	251	209	148	104	81	247	212	174	125	89	72
Akron, Ohio	271	232	192	138	96	75	247	212	174	125	89	72
Youngstown, Ohio	271	232	192	138	96	75	229	195	161	119	83	66
Canton, Ohio	271	232	192	138	96	75	242	206	170	124	87	70
Marietta, Ohio	254	216	179	129	89	70	242	206	170	124	87	70
Steubenville, Ohio	265	226	183	133	92	73	235	201	161	119	83	66
Wheeling, W. Va.	265	226	183	133	92	73	235	201	161	119	83	66
Clarksburg, W. Va.	250	214	172	124	89	70	225	192	154	110	80	63
Parkersburg, W. Va.	265	226	183	133	92	73	229	197	160	114	81	66
Pittsburgh, Pa.	270	228	190	136	94	75	225	192	154	110	80	63

Tariff Authority:
Agent Hinsch's ICC 3642, Freight Tariff 490-B.
Agent Boin's ICC A-966, Freight Tariff 80-D, and ICC A-755, Freight Tariff 68-A.

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Exhibit TJ-C
ICS Docket 6615
Witness: Jefferson

STATEMENT SHOWING ICC DOCKET 28300 DISTANCES FROM NEWPORT NEWS, VA., TO CERTAIN POINTS LOCATED ON THE CHESAPEAKE AND OHIO RAILWAY COMPANY AS COMPARED WITH ICC DOCKET 28300 DISTANCES FROM NEW YORK, N. Y., TO THE SAME POINTS

To	Newport News, Va.	New York, N. Y.
Charleston, W. Va.	455	613
Huntington, W. Va.	511	659
Columbus, Ohio	632	621
Chicago, Ill.	914	890
Muncie, Ind.	743	756
Cincinnati, Ohio	656	724
Louisville, Ky.	727	834

9 3827

2734 [fol. 3827]

Exhibit TJ-D
I&S Docket 6615
Witness: Jefferson
(Page 1 of 9 Pages)

STATEMENT SHOWING BY STATES ICC DOCKET 28300 MILES AND AVERAGE DISTANCES FROM NEWPORT NEWS-NORFOLK, VA., AND NEW YORK, N. Y., TO ICC DOCKET 28300 CLASS RATE BASE POINTS LOCATED IN TERRITORY TO OR FROM WHICH DIFFERENTIAL EXPORT AND IMPORT RATES APPLY. STATEMENT ALSO SHOWS SAME INFORMATION FROM NEWPORT NEWS-NORFOLK, VA., TO THAT TERRITORY TO OR FROM WHICH DIFFERENTIAL EXPORT AND IMPORT RATES APPLY TO OR FROM NEW YORK, N. Y., BUT NOT TO OR FROM NEWPORT NEWS-NORFOLK, VA.

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Illinois			
Aurora	941		934
Barry	1057		1091
Barstow	1051		1041
Bloomington	931		957
Cairo	955		1071
Carmi	880		968
Carthage	1075		1099
Centralia	934		992
Champaign	883		913
Chicago	914		890
Danville	851		879
Decatur	918		952
DeKalb	966		948
Dixon	1005		987
E. Burlington	1061		1074
E. Clinton	1039		1028
E. Dubuque	1084		1061
E. Fort Madison	1075		1099
E. Louisiana	1042		1076
E. St. Louis	990		1040
Edgewood	920		954
Eldorado	906		994
Forman	915		1041
Freeport	1022		996
Galena	1084		1061
Galesburg	1020		1030
Galva	1016		1019
Gibson City	909		922
Gladstone	1061		1074
Harvard	977		953

[fol. 3828]

(Cont'd Page 2)

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Illinois (Cont'd)			
Jacksonville	990		1024
Jerseyville	1023		1057
Jonesboro	990		1078
Kankakee	899		891
Keithsburg	1061		1074
LaSalle	968		958
Lincoln	946		974
Litchfield	973		1006
Marion	945		1036
Mattoon	894		928
Metropolis	907		1054
Morris	941		920
Morrison	1039		1028
Mt. Vernon	912		1000
Murphysboro	962		1053
Nebo	1042		1076
Newton	886		935
Olney	877		944
Pana	933		966
Parris	857		890
Peoria	968		988
Quincy	1057		1091
Rockford	997		974
Rock Island	1051		1041
Rosiclare	978		1066
Sheldon	869		879
Simpson	898		1054
Smithboro	951		985
South Beloit	1005		953
Sparta	961		1035
Springfield	957		991
Streator	950		943
Tamms	955		1071
Thebes	970		1078
Toluca	965		963
Vermont	1021		1046
Waterloo	992		1060
Waukegan	950		926
Wood River	990		1040
Total Miles	67012		69220
Base Points	69		69
Average Miles	971.2		1003.2

(Cont'd Page 3)

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[Fol. 3829] 2736

Base Points	Newport News, Va. Differential Territory Miles	Newport News, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Indiana			
Bloomington	799		848
Bluffton	768		753
Cannelton	837		941
Cato	840		939
Columbus	745		812
Corydon	762		875
Covington	851		879
Crawfordsville	810		842
Evansville	846		951
Ferdinand	800		904
Fort Wayne	778		744
Greencastle	805		838
Greensburg	719		787
Hibbard	837		811
Huntingburg	800		904
Indianapolis	766		799
Knightstown	741		766
Kouts	863		848
Lafayette	828		841
Lawrenceburg	679		746
Logansport	806		816
Madison	753		795
Marion	766		778
Michigan City	879		845
Millersburg	830		780
Mitchell	783		850
Monon	815		848
Muncie	743		756
No. Manchester	799		783
No. Vernon	729		796
Oakland City	824		923
Richmond	707		731
South Bend	861		813
Steubenville	779		749
Sullivan	842		897
Temple	762		875
Terre Haute	838		871
Tipton	778		840
Washington	826		893
Total Miles	30994		32467
Base Points	39		39
Average Miles	794.7		832.5

[fol. 3830]

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(Cont'd Page 4)

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Iowa			
Burlington	1061		1074
Clinton	1039		1028
Davenport	1051		1041
Dubuque	1084		1061
Fort Madison	1075		1099
Keokuk	1075		1099
Muscatine	1078		1068
Sabula	1039		1028
West Keithsburg	1061		1074
Total Miles	9563		9572
Base Points	9		9
Average Miles	1062.6		1063.5
Kentucky			
Chilesburg	634		782
Elkhorn City	461		678
Henderson	838		963
Jenkins	505		803
Lexington	643		790
Louisa	539		686
Morehead	577		725
Mt. Sterling	609		757
Olive Hill	559		707
Prestonburg	516		735
Wecksburg	533		772
Winchester	624		771
Louisville	727		834
Maysville	602		718
Paducah	894		1068
Total Miles	9261		11789
Base Points	15		15
Average Miles	617.4		785.9
Michigan			
Adrian	772		690
Akron	894		683
Alba	1013		811
Alma	885		720
Alpena	991		789
Ann Arbor	785		668
Ashley	868		707
Bad Axe	881		662
Battle Creek	852		751
Bellaire	1037		835

(Cont'd Page 5)

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Non-Differential Territory Miles	New York N.Y. Miles
Michigan (Cont'd)			
Benton Harbor	891		833
Boyne City	1030		828
Cadillac	967		781
Charlotte	846		725
Cheboygan	1053		858
Clare	919		732
Clifford	861		642
Detroit	796		631
Durand	836		674
Falmouth	991		804
Flint	842		657
Frankfort	1032		845
Grand Jct	899		803
Grand Rapids	905		767
Grayling	980		778
Greenville	903		747
Harrisville	959		757
Hart	984		842
Holland	918		792
Holly	825		669
Howard City	923		763
Howell	813		686
Ionia	884		731
Jackson	811		707
Jonesville	810		726
Kalamazoo	870		774
Lansing	846		707
Lapeer	852		637
La Rocque	1020		818
Lowell	896		747
Ludington	1001		820
Mackinaw City	1070		868
Manistee	1011		831
Manistique	1132		945
Menominee	1112		925
Milan	771		668
Monroe	763		666
Mt. Clemens	818		628
Muskegon	945		803
Niles	868		809
Owasso	847		686
Oxford	835		645
Petoskey	1039		837
Pigeon	835		678
Pinconning	906		704
Pontiac	822		649
Port Huron	811		592
Reed City	953		771
Rochester	825		639
St. Ignace	1079		877

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(Cont'd Page 6)

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Michigan (Cont'd)			
Saginaw	875		682
Sandusky	857		638
South Lyon	805		667
Sturgis	833		768
Tawas City	927		725
Thompsonville	1010		824
Traverse City	1014		828
Vassar	874		663
West Branch	940		738
White Cloud	952		805
Wilmot	871		652
Wolverine	1026		824
Total Miles	65569		53626
Base Points	72		72
Average Miles	910.7		744.8
Missouri			
Alexandria	1075		1099
Hannibal	1057		1091
Louisiana	1042		1076
Old Monroe	1040		1074
St. Louis	990		1040
West Alton	990		1040
West Quincy	1057		1091
Total Miles	7251		7511
Base Points	7		7
Average Miles	1035.9		1073.0
New York			
Dunkirk		614	437
Jamestown		601	432
Total Miles		1215	869
Base Points		2	2
Average Miles		607.5	434.5
Ohio			
Akron		621	550
Alliance		588	519
Ashtabula		628	513
Athens	559		567
Bellefontaine	684		674

(Cont'd Page 7)

3833

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Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Ohio (Cont'd)			
Blanchester	642		685
Bristolville		595	525
Canton		605	536
Celina	728		723
Chillicothe	583		638
Cincinnati	656		724
Circleville	608		633
Cleveland		636	562
Columbus	632		621
Coshocton		621	552
Dayton	665		690
Delaware	656		645
Dundas	554		594
Flushing		591	528
Gallipolis	518		616
Jewett		569	500
Killbuck		649	580
Lancaster	601		612
Latty	761		715
Leetonia		566	499
Lima	719		694
Lore City		594	541
McComb	729		674
Mansfield		677	608
Marblehead	703		628
Marietta		572	544
Marion	677		645
Mechanicstown		587	529
Middlefield		610	541
Mt. Vernon		655	600
Newark		630	588
Painesville		634	538
Piqua	690		692
Sandusky		696	621
Sardinia	608		713
Spencer		655	586
Springfield	656		665
Summitville		574	505
Tiffin	711		642
Toledo	740		668
Uhrichsville		591	522
Union City	712		725
Washington C. H.	620		660
West Unity	787		722
Wheeling-Steubenville	548		479

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(Cont'd Page 8)

[fol. 3834]

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Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Ohio (Cont'd)			
Youngs	571		676
Youngstown		570	500
Zanesville		606	576
Total Miles	18323	15322	32083
Base Points	28	25	53
Average Miles	654.4	612.9	605.3
Pennsylvania			
Corry		604	455
Erie		642	493
Fairmount		553	449
Foxburg		567	447
Jamestown		595	479
Linesville		608	491
Meadville		616	485
Oil City		583	449
Pittsburgh		505	436
Queens Jct.		547	443
Saltsburg		494	397
Stoneboro		589	457
Warren		576	417
Total Miles		7479	5898
Base Points		13	13
Average Miles		575.3	453.7
West Virginia			
Bens Run		554	527
Kenova	511		659
Liverpool		572	582
Natrium		546	519
Parkersburg		558	530
Pt. Pleasant		512	609
Charleston	455		613
Total Miles	966	2742	4039
Base Points	2	5	7
Average Miles	483.0	548.4	577.0

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(Cont'd Page 9)

[fol. 3835]

Base Points	Newport News-Norfolk, Va. Differential Territory Miles	Newport News-Norfolk, Va. Non-Differential Territory Miles	New York, N. Y. Miles
Wisconsin			
Appleton	1097		925
Brooklyn	1044		960
Clyman Jct.	1041		926
Dodgeville	1025		1007
Elkhorn	999		929
Fon du Lac	1062		944
Granville	999		831
Green Bay	1101		920
Janesville	1005		953
Jefferson Jct.	1041		926
Kewaunee	1066		885
Madison	1044		960
Manitowac	1063		882
Marinette	1112		925
Milwaukee	999		881
Monroe	1040		982
Racine	976		905
Sheboygan	1052		908
Stiles Jct.	1129		948
Sturgeon Bay	1114		933
Watertown	1041		926
Waukesha	999		881
West Bend	1032		914
Whitelaw	1063		882
Total Miles	25144		22183
Base Points	24		24
Average Miles	1047.7		924.3

SUMMARY

	Miles
Average distance between Newport News-Norfolk, Va., and base points (265) in Newport News-Norfolk Differential Territory - - - - - - - - - - - - - - -	883.3
Average distance between Newport News-Norfolk, Va., and all base points (310) in Newport News-Norfolk Differential and Non-Differential Territory - - -	841.4
Average distance between New York, N. Y., and base points (265) in Newport News-Norfolk, Va., Differential Territory - - - - - - - - - - - - - - -	853.1
Average distance between New York, N. Y., and all base points (310) in Newport News-Norflk Differential and Non-Differential Territory - - -	804.1

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[fol. 3836]

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Exhibit TJ-E
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STATEMENT OF EXPORT TRAFFIC (EXCEPT COAL, COKE, AND IRON ORE) HANDLED THROUGH HAMPTON ROADS, VA., FROM ITS DIFFERENTIAL TERRITORY DURING PERIOD AUGUST 1, 1955, TO JULY 31, 1956, COMPARED WITH THAT HANDLED THROUGH NEW YORK, N. Y., FROM ITS DIFFERENTIAL TERRITORY

Group I Products of Agriculture, (1-199) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
1	Wheat	819609	117786		701823
3	Corn		66393	66393	
5	Sorghum Grain		183	183	
7	Oats		11571	11571	
9	Barley and Rye		7310	7310	
13	Grain, NOS		751	751	
15	Flour Wheat	779	40162	39383	
17	Meal, Corn		2074	2074	
19	Flour, edible, NOS	47	20410	20363	
21	Cereal Food Preparations NOS		3010	3010	
23	Mill Products, NOS		3096	3096	
25	Hay		95	95	
27	Straw		12	12	
29	Tobacco, unmanufactured	4601	1189		3412
35	Cotton Linters, Noils, and Regins		17	17	
43	Soybeans	39582			39582
45	Soybean Oil Cake and Meal	4888	12006	7118	
47	Veg. Nut Oil Cake NOS		89	89	
49	Apples, Fresh, not frozen		40	40	
53	Berries, Fresh, not frozen		17	17	
61	Oranges and Grapefruit		41	41	
67	Watermelons		20	20	
69	Fruits, Fresh, NOS, Not Frozen	36	47	11	
73	Fruits & Berries, Fresh, Frozen		23	23	
75	Coffee		123	123	
77	Cabbage		30	30	
79	Celery		517	517	
85	Potatoes, other than sweet		18	18	
89	Vegs. Fresh, NOS, Not Frozen		94	94	
91	Beans and Peas, Dried	120	209	89	
103	Malt, NOS	3626	9986	6360	
105	Flaxseed		63	63	

(Cont'd on Page 2)

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[fol. 3837]

Group I - (Cont'd) Products of Agriculture, (1-199) No. Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
107 Seeds, N.O.S.	54	127	73	
199 Products of Agriculture, N.O.S.	61	2598	2537	
Group II Animals and Products (CL) (201-299)				
207 Sheep and Goats, Single-Deck		52	52	
211 Swine, Single-Deck		22	22	
213 Swine, Double-Deck		14	14	
215 Meats, Fresh, N.O.S.		10279	10279	
217 Meats, Cooked, Cured, Dried and Smoked	313	10534	10221	
219 Packing House Products, Edible, N.O.S.	430	57030	56600	
221 Margarine, N.O.S.		67	67	
225 Poultry, Dressed and Frozen		338	338	
227 Eggs		16	16	
229 Butter	3662	7603	3941	
231 Cheese	9513	4232		5281
233 Dairy Products, N.O.S.	1966	367		1599
237 Wool and Mohair, N.O.S.		82	82	
239 Hides, Skins and Pelts, N.O.S.		7323	7323	
241 Leather, N.O.S.	14	32	18	
245 Fish and Sea Animal Oil		24	24	
299 Animals and Products, N.O.S.	12993	25982	12989	
Group III Products of Mines (CL) 301-399)				
311 Aluminum Ore and Concentrates	104	56		48
319 Ores and Concentrates, N.O.S.		672	672	
321 Barytes		20	20	
323 Clay and Bentonite	6877	104		6773
325 Sand, Industrial		378	378	
327 Gravel and Sand, N.O.S.		66	66	
329 Stone and Rock: Broken, Ground and Crushed		12	12	
339 Asphalt		329	329	

(Cont'd on Page 3)

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Group III - (Cont'd) Products of Mines (CL (301-399) No.	Description	Hampton Roads Va. Tons	New York N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
341	Salt	416	2277	1861	
343	Phosphate Rock		29	29	
345	Sulphur		74	74	
399	Products of Mines, N.O.S.	33	308	275	
	Group IV				
	Products of Forests (CL) (401-499)				
401	Logs, Butts and Bolts	38	1717	1679	
403	Posts, Poles and Piling, Wooden	27	7		20
407	Ties, Railroad		28	28	
409	Pulpwood		50	50	
411	Lumber, Shingles and Lath	764	898	134	
413	Box, Crate and Cooperage Materials	656	380		276
417	Rosin and Turpentine		26	26	
499	Products of Forests, N.O.S.		204	204	
	Group V				
	Manufactures and Miscellaneous (CL) (501-799)				
503	Fuel, Road and Petroleum Residual Oils, N.O.S.		106	106	
505	Lubricating Oils and Greases	249	42145	41896	
507	Petroleum Products, Refined N.O.S.	378	44231	43853	
509	Gases, Other Than Petroleum N.O.S.		370	370	
511	Cottonseed Oil		77	77	
513	Linseed Oil		59	59	
515	Soybean Oil	272	115440	115168	
517	Vegetable and Nut Oils, N.O.S.	20	4501	4481	
519	Oils, N.O.S.		299	299	
521	Oil Foots, Sediment and Tank Bottoms		148	148	
523	Rubber, Crude, Natural and Synthetic	9054	15565	6511	
525	Rubber Goods, N.O.S.		1106	1106	

(Cont'd on Page 4)

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Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
527	Chemicals, N.O.S.	836	19722	18886	
531	Acids, N.O.S.	15	4683	4668	
533	Sodium (Soda) Products	755	18056	17301	
535	Alcohol, N.O.S.	345	487	142	
539	Fertilizers, N.O.S.		1513	1513	
541	Insecticides and Fungicides, N.O.S.		3693	3693	
543	Tar, Pitch and Creosote	18	267	249	
545	Tanning Material, N.O.S.		380	380	
547	Paint, Paint Material, Putty and Varnish	107	10092	9985	
549	Plastics	113	6340	6227	
551	Celluloso Articles, N.O.S.	7	39	32	
553	Drugs, Medicines and Toilet Preparations	21	2723	2702	
555	Aluminum: Bar, Ingot, Pig and Slab		1289	1289	
557	Aluminum, N.O.S.		401	401	
559	Copper: Ingot, Matte and Pig	35			35
561	Copper, Brass and Bronze, N.O.S.	1114	1991	877	
563	Lead and Zinc: Bar, Ingot and Pig		37	37	
565	Lead and Zinc, N.O.S.		245	245	
567	Magnesium Metal and Alloy		16	16	
569	Alloys for Steel Manufacture	23	1163	1140	
571	Metals and Alloys, N.O.S.	890	258		632
573	Iron, Pig		87	87	
575	Iron and Steel: Billet, Bloom and Ingot	16193	11951		4242
577	Iron and Steel: Bar, Rod and Slab	41	1314	1273	
579	Iron and Steel, N.O.S.		138	138	
581	Iron and Steel Nails and Wire (Woven and Not Woven) N.O.S.	280	11482	11202	
583	Manufactured Iron and Steel	5416	580073	574657	
585	Cast Iron Pipe and Fittings		425	425	
587	Iron and Steel Pipe and Fittings, N. O. S.	1590	71754	70164	
589	Tanks, N. O. S.	231	2348	2117	

(Cont'd on Page 5)

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(TJ-E)

Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
591	Agricultural Implements, N.O.S.	671	15088	14417	
593	Agricultural Implement Parts, N.O.S.	21	1514	1493	
595	Machinery and Machines, N.O.S.	13182	162400	149218	
597	Machinery Parts	2260	30187	27927	
601	Business and Office Machines, N.O.S.		3282	3282	
603	Railway Equipment Moved on Own Wheels	12	945	933	
605	Railway Equipment, S.U., Not Moved on Own Wheels		2897	2897	
607	Railway Equipment Parts	5327	16462	11135	
609	Rails and Railway Track Material, Iron and Steel	311	3751	3440	
611	Vehicles, Other Than Motor	1349	3759	2410	
613	Automobiles, Passenger	303	57299	56996	
615	Automobiles, Freight	5543	9497	3954	
617	Vehicles, Motor, N.O.S.	4653	68842	64189	
619	Military Vehicles, N.O.S.	2665	1113		1552
621	Automobiles and Auto-trucks K.D.	3884	120068	116184	
623	Vehicle Parts, N.O.S.	14815	91818	77003	
625	Airplanes, Aircraft and Parts	7	427	420	
627	Tires and Tubes, Rubber	6390	33086	26696	
629	Guns, Small Arms and Parts N.O.S.	2414	608		1806
631	Ammunition and Explosives	569	34454	33885	
633	Cement: Natural and Portland	16	473	457	
635	Cement, N.O.S.	152	1273	1121	
639	Brick, N.O.S., and Building Tile	80	1309	1269	
641	Refractories	172	4105	3933	
643	Artificial Stone, N.O.S.		28	28	
645	Lime, N.O.S.	81	461	380	
647	Plaster: Stucco and Wall		163	163	
649	Sewer Pipe and Drain Tile (Not Metal)		65	65	
651	Broken or Ground Brick, Blocks Crockery and Glass	182			182

(Cont'd on Page 6)

Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
653	Woodpulp		17	17	
655	Scrap Paper and Rags	18	8934	8916	
657	Newsprint Paper	22	237	215	
659	Printing Paper, N.O.S.	317	9284	8967	
661	Wrapping Paper	103	593	490	
663	Paper Bags	41	104	63	
665	Paper and Paper Articles, N.O.S.	125	1081	956	
667	Printed Matter, N.O.S.	73	1067	994	
669	Paperboard, Fibreboard and Pulpboard	123	2017	1894	
671	Wallboard	10	120	110	
673	Building Paper and Prepared Roofing Materials		720	720	
675	Insulating Materials, N.O.S.	130	3209	3079	
677	Building Woodwork and Millwork	15	78	63	
679	Building Materials, N.O.S.		824	824	
681	Buildings and Houses, Fabricated and Portable, N.O.S.	1429	932		497
683	Asbestos Articles, N.O.S.		35	35	
685	Electrical Equipment and Parts, N.O.S.	608	16049	15441	
687	Furnaces, Heaters, Radiators and Parts	180	1489	1301	
689	Bathroom and Lavatory Fixtures and Sinks		823	823	
691	Hardware, N.O.S.	107	364	257	
693	Glass	431	2779	2348	
695	Glassware, N.O.S.	13	11575	11562	
697	Glass Bottles, Jars and Packing Glasses, N.O.S.	84	18137	18053	
701	Chinaware, Crockery and Earthenware		748	748	
703	Woodenware	68	51		17
705	Household Utensils, N.O.S.		1161	1161	
707	Refrigerators, Freezing Apparatus and Parts	1763	24670	22907	
709	Laundry Equipment		2838	2838	
711	Stoves, Ranges and Parts	258	6300	6042	
713	Floor Covering		139	139	

(Cont'd on Page 7)

[fol. 3842]

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(TJ-E)

Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
715	Furniture, N.O.S.	1026	3715	2689	
717	Furniture Parts	2	535	533	
719	Tools and Parts, N.O.S.	141	598	457	
721	Abrasives, Other Than Crude	89	641	552	
723	Bagging: Burlap, Cotton, Gunny and Jute, N.O.S.	50	32		18
725	Bags: Burlap, Cotton, Gunny and Juto, N.O.S.		18	18	
727	Cotton Cloth and Cotton Fabrics, N.O.S.		142	142	
729	Cotton Factory Products	22	919	897	
731	Synthetic Fibre and Yarns (Rayon or Nylon)	18			18
733	Cloth and Fabrics, N.O.S.		139	139	
735	Rope, Cordage and Binder Twine, N.O.S.	177	34		143
737	Boots, Shoes and Findings, N.O.S.	147	58		89
739	Luggage and Handbags, N.O.S.		81	81	
741	Athletic, Gymnasium, Playground and Sporting Equipment, N.O.S.	245	294	49	
743	Games and Toys		83	83	
745	Liquors, Alcoholic, N.O.S.	15	659	644	
747	Wine		18	18	
749	Liquors, Malt	550	7584	7034	
751	Beverages, N.O.S.	31	162	131	
755	Syrup and Molasses, Refined	194	775	581	
757	Molasses, Residual		411	411	
759	Sugar	230	468	238	
761	Candy and Confectionery	132	570	438	
763	Food Products, N.O.S., in Cans and Packages, Not Frozen	19025	36013	16988	
765	Food Products, N.O.S., Frozen		40	40	
767	Starch	502	2561	2059	
769	Soap and Cleaning and Washing Compounds	1110	1870	760	
771	Matches		12	12	
773	Feed, Animal and Poultry, N.O.S.	31	47674	47643	
777	Cigarettes		7	7	

(Cont'd on Page 8)

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Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
779	Containers, Metal	141	2834	2693	
781	Containers, Wooden		293	293	
783	Containers, Fibreboard and Paperboard, KD	40	2689	2649	
785	Containers, N.O.S.	374	1642	1268	
787	Containers, Returned Empty		66	66	
789	Scrap Iron and Scrap Steel		4945	4945	
791	Iron and Steel Borings, Turnings, Etc.		329	329	
793	Furnace Slag		32	32	
795	Waste Materials for Remelting, N.O.S.		1699	1699	
797	Waste Materials, N.O.S.		2319	2319	
799	Manufactures and Miscellaneous, N.O.S.	4568	28749	24181	
		1049017	2342212	2061240	768045

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[fol. 3844]

Exhibit TJ-F
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STATEMENT OF IMPORT TRAFFIC (EXCEPT COAL, COKE, AND IRON ORE) HANDLED THROUGH HAMPTON ROADS, VA., TO ITS DIFFERENTIAL TERRITORY DURING PERIOD AUGUST 1, 1955, TO JULY 31, 1956, COMPARED WITH THAT HANDLED THROUGH NEW YORK, N. Y., TO ITS DIFFERENTIAL TERRITORY

GROUP I Products of Agriculture, (1-199) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
5	Sorghum Grain		33	33	
15	Flour, Wheat		119	119	
19	Flour, Edible, N.O.S.	108	1448	1340	
23	Mill Products, N.O.S.		52	52	
29	Tobacco, Unmanufactured	4240	31		4209
31	Tobacco Siftings, Sweepings and Waste		9	9	
33	Cotton in Bales	55	39		16
35	Cotton Linters, Hulls, and Regins	830	4447	3617	
51	Bananas, Fresh		53946	53946	
57	Grapes, Fresh		11	11	
61	Oranges and Grapefruit		18	18	
65	Pears, Fresh, Not Frozen		204	204	
69	Fruits, Fresh, N.O.S., Not Frozen		1280	1280	
71	Fruits, Dried, Dehydrated, and Evaporated, N.O.S.		2735	2735	
73	Fruits and Berries, Fresh, Frozen		21	21	
75	Coffee	16	133265	133249	
81	Lettuce		29	29	
83	Onions, Dry		149	149	
89	Vegetables, Fresh, N.O.S. Not Frozen		249	249	
91	Beans and Peas, Dried		1071	1071	
93	Vegetables, Dried, Dehydrated, and Evaporated, N.O.S.		79	79	
97	Peanuts	28	178	150	
107	Seeds, N.O.S.	432	2471	2039	
199	Products of Agriculture, N.O.S.	167	19842	19675	

(Cont'd on Page 2)

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[fol. 3845]

GROUP II Animals and Products (CL) (201-299) No. Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
215 Meats, Fresh, N.O.S.		79	79	
217 Meats, Cooked, Cured, Dried and Smoked	614	8783	8169	
219 Packing House Products, Edible, N.O.S.		730	730	
231 Cheese		624	624	
235 Wool and Mohair in Grease		62	62	
237 Wool and Mohair, N.O.S.	15	142	127	
239 Hides, Skins and Pelts, N.O.S.		1944	1944	
241 Leather, N.O.S.		177	177	
243 Sea Food, N.O.S.		142	142	
245 Fish and Sea Animal Oil		333	333	
299 Animals and Products, N.O.S.		5536	536	
Group III Products of Mines (CL) (301-399)				
311 Aluminum Ore and Concentrates		13583	13583	
319 Ores and Concentrates, N.O.S.	136046	16389		119657
321 Barytes	34781			34781
323 Clay and Bentonite		225	225	
325 Sand, Industrial		177	177	
327 Gravel and Sand, N.O.S.		29	29	
329 Stone and Rock: Broken, Ground and Crushed		525	525	
333 Stone, Rough, N.O.S.		1171	1171	
335 Stone, Finished, N.O.S.		112	112	
339 Asphalt		30	30	
345 Sulphur		62	62	
399 Products of Mines, N.O.S.		6203	6203	
Group IV Products of Forests (CL) (401-499)				
411 Lumber, Shingles and Lath	24	102	78	
415 Veneer, Plywood and Built-Up Wood	657	4343	3686	
417 Rosin and Turpentine		18	18	
499 Products of Forests, N.O.S.	4294	7953	3659	

(Cont'd on Page 3)

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Group V Manufactures and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
505	Lubricating Oils and Greases		13	13	
507	Petroleum Products, Refined, N.O.S.		18	18	
511	Cottonseed Oil		46	46	
517	Vegetable and Nut Oils, N.O.S.		6451	6451	
519	Oils, N.O.S.		1439	1439	
521	Oil Foots, Sediment and Tank Bottoms		26	26	
523	Rubber, Crude, Natural and Synthetic	35	164953	164918	
525	Rubber Goods, N.O.S.		225	225	
527	Chemicals, N.O.S.	21	1175	1154	
531	Acids, N.O.S.		381	381	
533	Sodium (Soda) Products		508	508	
535	Alcohol, N.O.S.		81	81	
539	Fertilizers, N.O.S.	3945	3145		800
541	Insecticides and Fungicides N.O.S.		149	149	
543	Tar, Pitch and Creosote		135	135	
545	Tanning Material, N.O.S.	1443	6218	4775	
547	Paint, Paint Material, Putty and Varnish		879	879	
549	Plastics		43	43	
553	Drugs, Medicines and Toilet Preparations		456	456	
555	Aluminum: Bar, Ingot, Pig and Slab		330	330	
557	Aluminum, N.O.S.	6	171	165	
559	Copper: Ingot, Matte and Pig		24084	24084	
561	Copper, Brass and Bronze, N.O.S.		2397	2397	
563	Lead and Zinc: Bar, Ingot, and Pig	20	12646	12626	
565	Lead and Zinc, N.O.S.	160	231	71	
569	Alloys for Steel Manufacture		2048	2048	
571	Metals and Alloys, N.O.S.		22122	22122	
573	Iron, Pig		55	55	
575	Iron and Steel: Billet, Bloom and Ingot		28	28	
577	Iron and Steel: Bar, Rod and Slab		20	20	
579	Iron and Steel, N.O.S.		50	50	
581	Iron and Steel Nails and Wire (Woven and Not Woven), N.O.S.	352	971	619	

(Cont'd on Page 4)

3847

(TJ-F)

2754
[fol. 3847]

Exhibit _____
I&S Docket 6615
Witness: Jefferson
Page 4 of 6

Group V - (Cont'd) Manufacture and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
583	Manufactured Iron and Steel	119	7850	7731	
585	Cast Iron Pipe and Fittings		31	31	
587	Iron and Steel Pipe and Fittings, N.O.S.	67	390	323	
589	Tanks, N.O.S.	34			34
591	Agricultural Implements, N.O.S.		31	31	
595	Machinery and Machines, N.O.S.	2999	4506	1507	
597	Machinery Parts	53	628	575	
607	Railway Equipment Parts		71	71	
611	Vehicles, Other Than Motor	1137	409		728
615	Automobiles, Freight	231	190		41
617	Vehicles, Motor, N.O.S.	1028	225		803
621	Automobiles and Auto-trucks, K.D.		5	5	
623	Vehicle Parts, N.O.S.	350	667	317	
625	Airplanes, Aircraft and Parts	73	44		29
627	Tires and Tubes, Rubber	42	110	68	
629	Guns, Small Arms and Parts, N.O.S.	859			859
631	Ammunition and Explosives		39	39	
633	Cement: Natural and Portland	10537	231		10306
635	Cement, N.O.S.	19470			19470
639	Brick, N.O.S. and Building Tile		49	49	
641	Refractories		88	88	
653	Woodpulp	2609	424		2185
655	Scrap Paper and Rags	1921	2204	283	
657	Newsprint Paper	1214	4872	3658	
659	Printing Paper, N.O.S.		201	201	
661	Wrapping Paper	39	95	56	
665	Paper and Paper Articles, N.O.S.		99	99	
667	Printed Matter, N.O.S.	485	12		473
669	Paperboard, Fibreboard and Pulpboard	19	130	111	
671	Wallboard	77	743	666	
673	Building Paper and Prepared Roofing Materials		36	36	
675	Insulating Materials, N.O.S.		52	52	
677	Building Woodwork and Millwork		12	12	
679	Building Materials, N.O.S.		174	174	
681	Buildings and Houses, Fabricated and Portable, N.O.S.	110	32		78
685	Electrical Equipment and Parts N.O.S.	74	261	187	

(Cont'd on Page 5)

3847

(TJ-F)

[fol. 3848]

Exhibit _____
I/S Docket 6615
Witness: Jefferson
Page 5 of 6

Group V - (Cont'd) Manufacture and Miscellaneous (CL) (501-799) No.	Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
687	Furnaces, Heaters, Radiators and Parts	12			12
691	Hardware, N.O.S.	27	292	265	
693	Glass	1193	794		399
695	Glassware, N.O.S.	8	28	20	
697	Glass Bottles, Jars and Packing Glasses, N.O.S.		38	38	
701	Chinaware, Crockery and Earthenware		820	820	
703	Woodenware		46	46	
705	Household Utensils, N.O.S.		148	148	
713	Floor Covering		77	77	
715	Furniture, N.O.S.	65	32		33
719	Tools and Parts, N.O.S.	69	63		6
721	Abrasives, Other Than Crude		374	374	
723	Bagging: Burlap, Cotton, Gunny and Jute, N.O.S.	7452	6284		1168
725	Bags: Burlap, Cotton, Gunny and Jute, N.O.S.		48	48	
727	Cotton Cloth and Cotton Fabrics, N.O.S.	20	390	370	
729	Cotton Factory Products	150	325	175	
731	Synthetic Fibre and Yarns (Rayon or Nylon)	145			145
735	Rope, Cordage and Binder Twine, N.O.S.	7	1875	1868	
737	Boots, Shoes and Findings, N.O.S.	93	16		77
739	Luggage and Handbags, N.O.S.		9	9	
741	Athletic, Gymnasium, Playground and Sporting Equipment, N.O.S.		44	44	
743	Games and Toys		185	185	
745	Liquors, Alcoholic, N.O.S.		1774	1774	
747	Wine		144	144	
749	Liquors, Malt		1423	1423	
751	Beverages, N.O.S.		587	587	
755	Syrup and Molasses, Refined		513	513	
759	Sugar		6913	6913	
761	Candy and Confectionery		288	288	
763	Food Products, N.O.S., in Cans and Packages, Not Frozen	48312	33274		15038
767	Starch	282	313	31	
771	Matches		56	56	

(Cont'd on Page 6)

Exhibit _____
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Group V - (Cont'd) Manufactures and Miscellaneous (CL) (501-799) No. Description	Hampton Roads Va. Tons	New York, N. Y. Tons	New York over Hampton Roads Tons	Hampton Roads over New York Tons
773 Food, Animal and Poultry, N.O.S.	254	1566	1312	
779 Containers, Metal		76	76	
785 Containers, N.O.S.	35	586	551	
787 Containers, Returned Empty		49	49	
789 Scrap Iron and Scrap Steel		355	355	
795 Waste Materials for Remelting N.O.S.		309	309	
797 Waste Materials, N.O.S.	147	11958	11811	
799 Manufactures and Miscellaneous, N.O.S.	2112	5875	3763	
	292219	645552	564680	211347

3840

Exhibit TJ -
I&S Docket 6615
Witness: Jefferson

STATEMENT OF CARGO SHIPPED FROM UNITED STATES VIA PORT OF EMBARKATION SHOWN DURING PERIOD OF WORLD WAR II IN MEASUREMENT IN TONS OF 40 CUBIC FEET COMPARED WITH CARGO SHIPPED FROM OTHER PORTS DURING THE SAME PERIOD

Port	Dec. 1941 Only	1942	1943	1944	1945	Total	Percentage of total
Boston	160	600612	1953969	3953680	2967359	9481780	13
New York	75257	3717884	10116328	15861674	8753402	38524545	52
Philadelphia	346	4541	743729	2772146	2431408	5952170	8
Baltimore	-	51290	1028166	2811494	2974693	6865643	9
Hampton Roads	7277	337900	3020069	5464725	4125763	12955734	18
Total	83040	4712227	16868261	30863719	21252625	73779872	100
Grand Total All Ports (Eastern, Southern Western)	284023	11834995	28500026	45512945	42987344	132119533	

Note: These figures include cargo shipped to Army Commanders overseas on vessels operated by or allocated to the Army; on vessels operated by or allocated to the Navy; and on commercial vessels for the military forces or for civilian relief; also lend lease supplies shipped on vessels operated by allocated to the Army. Figures do not include lend lease supplies secured by the War Department and shipped on vessels not under Army control.

Authority: Appendix "G", Statistical Review, World War II, issued by Army Service Forces, War Department.

3851

[fol. 3852]

I.C.C. EXHIBIT No. 69

This statement is verified. Unless written request for cross examination is received by affiant or his attorney (John W. Hanifin, 1500 First National Bank Building, Richmond, Va.) not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Before the

INTERSTATE COMMERCE COMMISSION

Investigation and Suspension Docket No. 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

STATEMENT OF GEORGE ROACH, ASSISTANT GENERAL MANAGER OF THE WORLD COMMERCE DEPARTMENT OF THE CHESAPEAKE AND OHIO RAILWAY COMPANY.

[fol. 3853]

Before the

INTERSTATE COMMERCE COMMISSION

Investigation and Suspension Docket No. 6615

EQUALIZATION OF RATES AT NORTH ATLANTIC PORTS

STATEMENT OF GEORGE ROACH, ASSISTANT GENERAL MANAGER OF THE WORLD COMMERCE DEPARTMENT OF THE CHESAPEAKE AND OHIO RAILWAY COMPANY.

My name is George Roach. I am Assistant General Manager of the World Commerce Department of The Chesapeake and Ohio Railway Company with offices in New York City. I have been in the employ of the Chesapeake and Ohio for over thirty-one years. During that period of time substantially all of my work has been devoted to the solicitation of import and export freight for movement through the Railway Company's facilities at Newport News and the handling of allied traffic problems which arise that are coincident to such movements. I am quite familiar with the area known as differential territory, as well as the industries located there that are actual or potential sources of traffic. I spent 8 years, from 1947 to 1955, as Manager of the World Commerce Department at Chicago where my duties required me to handle directly the solicitation of [fol. 3854] traffic from industries located in the midwest. One further point as to my qualification to testify here. Because I was faced with repeated instances of a shipper refusing to use Newport News it became necessary for me to alternatively solicit movements to New York as well as the other outports. Not only because of this but since the principal competition faced by Hampton Roads is the Port of New York, I am equally familiar with conditions there as I am at Hampton Roads.

Newport News, Virginia, a point served solely by The Chesapeake and Ohio Railway Company, is located at tidewater and in the general area known as Hampton Roads. At that port the Chesapeake and Ohio has built and maintains general cargo facilities for the handling of import, export and coastwise shipments. They consist of the following:

Pier No. 1 is a covered pier 400 feet long and 60 feet wide, used exclusively for passenger and express business.

Pier No. 2 is an open pier 600 feet long and 58 feet wide, that was constructed in 1938. It has five tracks when gantry cranes are not in use. When gantry cranes are in use it has three tracks which will handle 36 cars at one time. This pier is equipped with two 30 net ton electric cranes, each having an 80 cubic foot bucket for the handling of bulk [fol. 3855] commodities. The cranes also have generators for use with magnets. This pier is suitable for handling scrap iron, bauxite, iron, chrome, and manganese ore, sulphur, salt cake and any other freight that moves in open equipment, such as lumber, automobiles, machinery, sheet iron; also for any bulk materials that move in box cars. This pier will berth two vessels.

Pier No. 3, an open pier, is 790 feet long and 52 feet wide and is suitable for handling the same commodities as Pier No. 2. It was constructed in 1937 and it has four tracks. It is equipped with five steam winches. Pier No. 3 has not been used for over a year because the traffic moving could be adequately handled at other piers, principally Pier No. 2. When used, this pier will also berth two vessels.

Pier No. 4 is a double deck covered structure constructed in 1885 that is 654 feet long and 160 feet wide. On the upper level it has a track through its center and 13 cars can be loaded or unloaded at one time. It is principally suited for the handling of bag freight and tobacco in hogsheads. The interior dimensions of the lower level of this pier are 620 feet long and 140 feet wide. On this level are located two tracks with a capacity of 14 cars. Each portion of the facility is suitable for handling any import or export freight in box cars. Pier No. 4 will berth two vessels.

[fol. 3856] Pier No. 5 is 806 feet long and 172 feet wide, with interior dimensions of 795 feet by 140 feet. This is a single deck, covered structure with two tracks handling 17 cars each and is suitable for the handling of any export and import freight moving in box cars. This facility was constructed in 1900. Its northside apron is 18 feet, 6 inches wide and its southside apron is 18 feet, 6 inches wide. This pier has one outside track running the entire length of the northside apron which is suitable for handling any freight moving in open cars that can be handled with ships' gear. Pier No. 5 can berth two vessels.

Pier No. 6 is 710 feet long and 200 feet wide, with an interior dimension of 700 feet by 161 feet. It is a single deck structure on which are located two tracks with a capacity of 15 cars each, and was built in 1890. This pier has one outside track running the entire length of the northside apron which is suitable for handling any freight moving in open cars that can be handled with ships' gear. Pier No. 6 will berth two vessels.

Pier No. 8 is a single deck, covered structure that is 809 feet long and 206 feet wide, with interior dimensions of 790 feet by 180 feet. This pier was rebuilt in 1945, after a fire had destroyed the earlier structure. There are two tracks inside the house which will handle a total of 18 cars each. The pier is suitable for handling any export or import freight that moves in box cars. Running along the apron on either side of this pier are tracks permitting the move-
[fol. 3857] ment of freight in open cars that can be handled with ships' tackle. Pier No. 8, like all the piers just described, with the exception of Pier No. 1, can berth two vessels at any one time.

At the present time there is under construction a facility to be known as Pier No. 9 which will be capable of handling bulk import ores.

The facilities just described are graphically depicted by a map which I ask to be marked for identification as Exhibit No. ——, (GR-1).

The percentage of present day utilization of these piers can very well be measured by a comparison of export ton-

nage handled over them during the war and the volume of traffic handled today:

Year	Tonnage Handled
1944	1,375,545
1945	1,089,788
1946	731,575
1947	598,370
1948	345,270
1949	271,252
1950	238,267
1951	313,597
1952	342,052
1953	365,180
1954	326,719
1955	439,280
1956	330,462

[fol. 3858] It will be noted that in 1956 only one-fourth as much export tonnage moved through the Chesapeake and Ohio's facilities at Newport News as was handled during 1944.

As I have indicated, Newport News is served exclusively by the Chesapeake and Ohio whose lines extend from tidewater Virginia through West Virginia, Kentucky, Indiana, Ohio, Illinois, Michigan and the Province of Ontario, Canada. In the midwest many of the major industrial centers are reached directly. Among others, are such points as Huntington and Charleston, W. Va., Ashland and Louisville, Ky., Michigan City, Hammond, Marion and Muncie, Indiana, Chicago, Ill., Cincinnati, Columbus and Toledo, Ohio, Detroit, Saginaw, Midland, Lansing and Grand Rapids, Michigan, and Milwaukee, Wisconsin. Except for tobacco, which is the principal commodity handled through the port, the majority of general cargo traffic comes from differential territory for in the area east of it to tidewater there is no heavy industry or potential source of traffic for the port such as exists in the midwest. Thus, Hampton Roads is principally dependent on tobacco and traffic obtained from differential territory.

The growth and present development of Newport News as a port can be largely attributed to its extensive use for the exportation of leaf tobacco. This has been principally due to the fact that tobacco is produced and originated in the South. With the base offering of tobacco we have been permitted to solicit other cargo because this nucleus of [fol. 3859] traffic attracted steamship service to the port. This trend has been observed by me over a period of the last 25 years. The importance of tobacco to the operation of the port can hardly be over emphasized for it represents approximately one-half of the export tonnage handled. I want to make it plain at the outset of my testimony that while tobacco made the largest contribution to the development of Hampton Roads as a port for the importation and exportation of general cargo traffic, the retention of the present differential tonnage is vital to its continued operation. Although Newport News-Norfolk had its beginning as a general cargo port because it was able to attract tobacco traffic, that tonnage, alone, is not enough to sustain the port as it exists or justify the maintenance of the present faciiities. Also, it is true, and I will mention this again later, the competitive inroads of South Atlantic ports have been severe and we have been suffering a serious attrition of the tobacco traffic principally because of subsidized port operations and more liberal storage provisions at those Southern ports.

While the loss of any traffic is a serious blow to Hampton Roads because of the small volume of general cargo presently handled, an equally serious consequence would be an accompanying loss of steamship service. Experience at the port has shown that regardless of the capacity of the natural harbor, traffic cannot be attracted unless there is adequate steamship service to handle the cargoes. While [fol. 3860] it is also known that an increase in traffic will naturally draw an increase in sailings at the port, it is equally true that an increase in sailings will promote an increase in the traffic handled. This is due to the fact that with a greater frequency of sailings shippers face less production line problems, inventory control is better and the all important factor of flexibility of arrangement is improved. This has been a particular problem at Hampton

Roads for the vessel service which we now enjoy has been obtained over a period of time and even at present is far less in amount than that available through New York.

I have studied this particular question in some detail and in an attempt to develop the difference in service a comparison was made of the number of vessels loading in June, 1957, at Hampton Roads and New York. The following breakdown of vessel sailings was developed by this survey:

JUNE, 1957

	Out New York	Out Hampton Roads	
Europe	102	65	*2 a day*
South America-Cuba-Caribbean-Central America	159	11	*Every 3rd day*
South-East-West Africa	22	9	" " "
Adriatic-Mediterranean-Turkey-Red Sea	66	35	*1 a day*
Far East-Indonesia-Malaya	47	25	"
India-Pakistan-Persian Gulf	16	8	*Twice a week*
Australia-New Zealand	6	4	*Once a week*
	418	157	

Source: New York Journal of Commerce.

Italicized material handwritten.

[fol. 3861] Even this compilation does not tell the full story for although it shows far more sailings from New York than from Hampton Roads, a review of the underlying data on which these figures are based will show that to these foreign territorial destinations there were a greater number of sailings from New York by lines that did not call at Hampton Roads than there were sailings by lines that served both New York and Hampton Roads.

At this time I would like to have marked for identification as Exhibit No. —— (GR-2) a statement entitled "Sail-

ings from Hampton Roads and New York by Steamship Lines Handling General Cargo That Served Both Ports During June, 1957." Also I ask to be marked for identification as Exhibit No. —— (GR-3) a statement entitled "Sailings During June, 1957, of Steamship Lines Handling General Cargo That Served New York But Did Not Call at Hampton Roads." From these exhibits it will be noted that: There were 18 lines with 80 sailings from New York and 65 sailings from Hampton Roads to European ports; and 9 lines with 22 sailings from New York for Europe that did not afford any service from Hampton Roads.

To South-American-Cuba-Caribbean-Central American ports there were 7 lines with 21 sailings from New York and 11 sailings from Hampton Roads; and 28 lines with 138 sailings from New York that did not afford any service from Hampton Roads.

[fol. 3862] To South-East-West Africa there were 4 lines with 13 sailings from New York and 9 sailings from Hampton Roads; and 4 lines with 9 sailings from New York that did not afford any service from Hampton Roads.

To Adriatic-Mediterranean-Turkey-Red Sea area there were 15 lines with 42 sailings from New York and 35 sailings from Hampton Roads; and 14 lines with 24 sailings from New York that did not afford any service from Hampton Roads.

To the Far East-Indonesia-Malaya area there were 13 lines with 29 sailings from New York and 25 sailings from Hampton Roads; and 11 lines with 18 sailings from New York that did not afford any service from Hampton Roads.

To India-Pakistan-Persian Gulf there were 5 lines with 9 sailings from New York and 8 sailings from Hampton Roads; and 5 lines with 7 sailings from New York that did not afford any service from Hampton Roads.

Summarizing this analysis of these exhibits there were a total of 218 sailings by 71 lines from New York during the month of June, 1957, that did not afford any service whatsoever from Hampton Roads. And of the 67 lines with service from both New York and Hampton Roads

there were 200 sailings from New York and only 157 from Hampton Roads.

[fol. 3863] The more frequent sailings from New York supply an extremely important factor in that port's ability to attract the large volume of general cargo traffic which it handles. I have had many years of experience in the field soliciting traffic principally, of course, for Hampton Roads but it has also included solicitation of movements to other ports when for one reason or another the shipper refused to use Hampton Roads and directed that his traffic move through another North Atlantic port, including the Port of New York: On the basis of this experience, I know that the Port of Hampton Roads presently operates under a severe handicap in competing with New York because the sailings available from New York not only are more frequent but they encompass all areas to and from which foreign trade and commerce are handled by ocean carriers.

In this connection I would like to refer to the comparison of ship service between Hampton Roads and New York to the South American-Cuba-Caribbean-Central American area which shows for the month of June, 1957, alone that there were 159 sailings out of New York and only 11 from Hampton Roads. This South and Central American territory represents one of the most thriving sources of foreign commerce which exists today. Yet Hampton Roads, even with a three cent rate advantage has been unable to attract [fol. 3864] any substantial amount of traffic moving to or from this area because of insufficient sailings. A review of the comparison made of sailings to the other territorial areas, including Europe, shows that while the disparity between the number of sailings from Hampton Roads and New York might not be as marked as it is to South American territory, nevertheless it is such that it adversely affects the movement of traffic through Hampton Roads. To dispel any question that the bulk cargo vessels calling at Newport News increase the availability of sailings for general cargo traffic, I undertook to review the ships which called during June, 1957, at Newport News either for the purpose of loading coal or discharging iron ore to see the extent that they handled general cargo inbound or outbound. In that period 273 vessels called at Newport News

either to discharge ore or load coal. Of that total only 13 handled general cargo traffic moving to or from differential territory, which amounted to 2,531 tons.

There is another aspect of steamship service that also works to the detriment of Hampton Roads. It arises from the order of sailings from the various ports which is shown in a statement I have prepared that is entitled "Sailing Schedules of Steamship Lines Handling Export Movements of General Cargo During June, 1957, from New York, Philadelphia, Baltimore and Hampton Roads." I ask that it be marked for identification as Exhibit No. —— (GR-4). It will be noted from this exhibit that New York was always [fol. 3865] the last port of call on sailings to Europe. To the Adriatic-Mediterranean-Turkey-Red Sea area New York, in every instance, was the last port of call outbound. To the Far East-Indonesia-Malaya area in a majority of instances New York was the last port at which the ships called outbound. To India-Pakistan-Persian Gulf only in one instance was Hampton Roads the last port outbound and in all others New York was the final port of call. To South-East-West Africa New York was, in every instance, the last port of call. To Australia and New Zealand Hampton Roads was fortunate enough to be the last port of call for ships handling export traffic to those areas. The competitive effect of New York being the last port of call outbound is a very real advantage since use of the last port outbound results in cargo being in transit a shorter period of time than it would be if Newport News or another outport were used.

I concur in the representations made by the Port of New York Authority in an ad which has been repeatedly published in trade journals that a rate differential, at least as great as that enjoyed by Hampton Roads, is offset when cargo is handled through the Port of New York because it is enroute a shorter period of time than when handled [fol. 3866] via other ports. On export movements this would be particularly true since, in the preponderance of instances, New York is the last port of call outbound. A cursory search of recent issues of Traffic World has developed that this same ad has been published in the March

30, 1957, June 1, 1957, and September 7, 1957 issues. I ask this ad to be marked for identification as Exhibit No. —— (GR 5): Although I have shown that Hampton Roads has substantially less vessel service than New York, these last two exhibits I have introduced show that the service which exists is, in practically all instances, less attractive from Hampton Roads than New York.

My experience has made me acutely aware of the superior competitive position of New York even in the face of a three cent rate differential, however in order to be able to testify as to concrete facts I undertook several studies to confirm the opinion I have long held on this point. First, in order to assess the impact on Hampton Roads the more frequent sailings and superior facilities which are available at the Port of New York have on the movement of traffic, a study was undertaken for a twelve-month period from July 1, 1956, through June 30, 1957, of the total cars originated by the Chesapeake and Ohio at points in differential territory which were billed for exportation through the Port of New York, compared with [fol. 3867] the number of cars originated in differential territory by the carriers seeking rate equalization that were turned over to the Chesapeake and Ohio for exportation through Newport News. I ask that the statement containing this study be marked for identification as Exhibit No. —— (GR-6). This exhibit shows that for the period July 1, 1956, through June 30, 1957, there were originated on the Chesapeake and Ohio 4,654 cars of general cargo traffic which were exported through New York. During the same period, only 601 cars were billed by the original announcing lines for exportation through Newport News. In view of the traffic pattern developed, this study shows that the three cent rate advantage of Newport News is more apparent than real. I believe this to be true because the 4,654 cars exported at New York moved on higher freight rates than were applicable to Hampton Roads. When this figure of 4,654 cars is compared with the total cars exported through Hampton Roads during 1956 of 22,742, it will be seen that it amounts to approximately 20 percent of the total export traffic handled by all Hampton Roads lines from differential territory. Thus, the pre-

eminent position of New York as the largest tonnage port is built, in substantial measure, on traffic originated by the Chesapeake and Ohio.

[fol. 3868] To be able to compare the volume of C&O traffic originated in differential territory that was lost to New York with that which moved through Newport News, a second study was made of the same period and the figures developed are shown on a statement entitled "Carloads of General Cargo Traffic Originated By Chesapeake and Ohio That Were Exported at Ports of Newport News and New York During Period July 1, 1956, through June 30, 1957," which I ask to be marked for identification as Exhibit No. —— (GR-7). This exhibit shows that 5,870 cars originated on the C&O in differential territory that were exported either through Hampton Roads or New York. The significant feature of this study is that of this total only 1,216 cars were exported through Newport News, while 4,654 moved through New York. Thus, for every car that the C&O was able to export through Hampton Roads that originated on its line in differential territory 4 were lost to New York.

A further study of the same period developed that 1,007 cars were handled by the Chesapeake and Ohio as an intermediate carrier but were delivered to connecting lines for movement to New York for subsequent exportation. Thus, in a twelve-month period, the Chesapeake and Ohio handled [fol. 3869] 5,661 carloads of traffic, 1,007 in overhead movement and 4,654 originated, all of which, despite a three cent rate advantage if exported at its own port of Newport News, it was ordered to turn over to New York lines for exportation through the Port of New York. In my opinion, these studies are proof that a rate differential of three cents in favor of Hampton Roads is offset by other savings and advantages the shipper realizes by its use of the Port of New York. And they also confirm my views that there is an absolute need for the continuance of the historical differential adjustment if Hampton Roads is to survive as a general cargo port.

While the figures just cited deal with tonnage from differential territory that could move through Hampton Roads at a 3 cent rate advantage, I would like to refer to

the situation from origins that have equal freight rates to New York and Hampton Roads. The rates on manufactured iron and steel articles (Group 5, No. 583) from the Pittsburgh district, being the same to both ports, can be considered as representative. This rate parity exists although Baltimore and Philadelphia have their traditional differential under New York to this territory because the area from which Hampton Roads has a three cent rate advantage under New York is considerably smaller than that reached by the other outports. Differential territory for Baltimore and Philadelphia is marked on its eastern [fol. 3870] boundary by a line running from Buffalo, Erie and Pittsburgh while the eastern boundary of differential territory for Hampton Roads is considerably to the west and marked by a line running from Sandusky, Mansfield and Marietta, Ohio.

The traffic study submitted by Mr. A. J. Crookshank for the New York lines shows there was exported from differential territory in Pennsylvania through New York by the NYC, Erie, LV., DL&W and NYNH&H a total of 178,241 tons of manufactured iron and steel. During the same period, however, the total tonnage of manufactured iron and steel moving through Newport News from this same Pennsylvania territory was only 545 tons. Significantly, these cargoes, which moved in August and October, 1955, and April, May and June, 1956, were all exported to Australia and the Far East trade areas on vessels that loaded at Hampton Roads after New York. Thus, on this tonnage comparison alone there is three hundred and thirty times more traffic moving to New York via the lines seeking equalization than was exported through Newport News.

Mr. Crookshank's exhibit also shows that from August 1, 1953, through July 31, 1957, a total of 361,461 tons were handled by the New York lines from all of differential territory to New York for export. During the same period the entire export movement of manufactured iron and steel through Hampton Roads was only 5,416 tons even though, [fol. 3871] from differential territory, it had a three cent rate advantage. Of course, when the tonnage handled to New York by the Pennsylvania, Baltimore and Ohio and Central Railroad of New Jersey of 218,612 tons is added

to the Crookshank figure of 361,461 tons, the comparison, New York vis-a-vis Hampton Roads, is 580,073 tons and 5,416 tons, respectively, or well over 100 times more manufactured iron and steel traffic exported at New York than at Hampton Roads.

The use of manufactured iron and steel rates and tonnages in this comparison was deliberate, for in its Annual Report for 1955 the Port of New York Authority at page 6 stated:

> "The single most important commodity contributing to this weakening of the Port's competitive position was iron and steel products originating from the nation's hinterland. The cost of moving these products by railroad must be kept competitive with rival ports. Rate equalization is being sought before the Interstate Commerce Commission by the New York railroads with the support of the Port Authority."

The comparative tonnages cited show that on equal rates Hampton Roads simply was unable to compete with New York and the tonnage moving on differential rates to Hampton Roads, although greater than that which moved on equal rates, is also only a small fraction of the total movement. Moreover, assuming the accuracy of the statement made by the New York Port Authority just quoted, the studies made dispute the asserted need for rate equalization with Hampton Roads since, on equal rates, practically all of the tonnage moved through New York.

[fol. 3872] In order to provide a further check of the competitive position of Hampton Roads vis-a-vis New York on traffic which moves on equal rates, I also undertook a study of tonnages to Hampton Roads and New York from a territorial area where freight rates on all commodities are the same to each port. This parity of rates exists from the Province of Ontario, Canada, which is served by the Chesapeake and Ohio and New York Central.

The survey developed the figures I have set forth on a statement entitled "Comparison of Carload Traffic Originated by Chesapeake and Ohio in Canada Exported Through the Ports of Newport News and New York for

period July 1, 1956, through June 30, 1957", which I ask to be marked for identification as Exhibit No. —— (GR.-8). It will be noted from this exhibit that during the twelve-month period from July 1, 1956, through June 30, 1957, a total of 553 cars were billed for export from industries located on the Chesapeake and Ohio in Ontario through the Port of New York, while during the same twelve-month period only 14 carloads were billed for export through Newport News. While I have no way of developing the volume of traffic that the New York Central handled to New York from these origins, I do know that the Chesapeake and Ohio has not been able to attract one single car from this territory that originated on the New York Central for movement through Newport News.

Although the tonnage moving through Hampton Roads [fol. 3873] amounted to only 14 carloads, it is indeed significant that in common with the five shipments from Pittsburgh they were exported to Australia on vessels that loaded Hampton Roads after New York. While the purpose of the studies is to demonstrate that on equal freight rates with New York, Hampton Roads cannot attract any real movement of traffic, it is quite significant that the few cargoes which did move on equal rates were obtained only when the vessels sailed from Hampton Roads after New York.

Not only because of the tonnage figures developed by my studies but also from my years of experience in this field, I know that the primary competition faced by Hampton Roads is New York. And without the rate differential I am firmly convinced that Hampton Roads tonnage from differential territory would dwindle to a volume not measurably more than that which is now moving from points today where it has a rate parity with New York.

The Port of New York being the principal competition of Hampton Roads it has developed that whatever competition the New York lines face is in turn competition that Hampton Roads and the carriers serving it must also meet. I refer to this fact because testimony has been offered as to the favorable rate situation enjoyed by the South Atlantic and Gulf ports. The Hampton Roads lines are

acutely aware of this competition for it is presently affecting tonnage that has historically been handled at Newport News and Norfolk.

[fol. 3874] I have previously stated that tobacco has made a substantial contribution to the development of the port because it has been the tonnage that has primarily attracted the ships to the port. This tonnage is not captive traffic, however, and the ports to the South, many of which also have the benefit of a subsidized operation because they are state owned, have taken cargoes away from Hampton Roads to an extent that any further diminution in the volume handled at Newport News-Norfolk would seriously affect the continued availability of ship service. I cite this difficult competitive situation for it points up the fact that Hampton Roads is just as affected by competition with the South Atlantic and Gulf ports as is New York. In fact, it has the double barrel effect of not only representing a loss of tonnage and revenue but jeopardizing the continuance of existing ship service at Hampton Roads.

Another instance of competition faced by the New York rail carriers that has equal impact on Hampton Roads is that of truck competition to New York piers. This is a very real source of diversion from the New York lines and whatever steps they believe necessary to meet this threat to rail tonnage must be similarly met at Hampton Roads unless it is to be precluded from competing for the traffic. With respect to this I would like to offer for identification as Exhibit No. —— (GR-9) an advertisement of The Port of New York Authority published in World Ports Magazine, [fol. 3875] October, 1951, and an article in the June, 1956 issue of U. S. Shipping entitled "Trucking Export Cargo" which I ask to be marked for identification as Exhibit No. —— (GR-10). Typical of the programmed construction by the Port of New York Authority is the $8,000,000 pier to be built for the Maersk Line which will be capable of handling 125 trucks at one time. Thus, the motor carrier industry not only has increased its participation in this traffic at New York, but the Port of New York Authority is also designing its new facilities so that motor carrier service will be encouraged. The existence of present and pro-

spective truck tonnage to the Port of New York goes a long way to explain some of the losses of traffic that the New York railroads complain about in their testimony.

Another source of diversion from the New York railroads which has been recognized by the Port of New York Authority to adversely affect the competitive position of New York is the fact that steamship lines quote lower rates from Canadian North Atlantic ports than they do from New York or Hampton Roads. As recently as March 19th of this year Mr. Laux, for the Port of New York Authority, requested a reduction in rail rates to offset the difference in ocean vessel rates. I ask that a copy of his letter be [fol. 3876] marked for identification as Exhibit No. —— (GR-11). I am personally familiar with the fact that steamship lines do quote lower rates from Canadian ports than they do from New York or Hampton Roads. And, in this regard, I might add that the Chesapeake and Ohio serves Michigan where the bean traffic referred to by Mr. Laux originates. To determine the impact of these lower rates, I undertook a study of the Chesapeake and Ohio originated traffic moving from differential territory to Canadian North Atlantic ports for the period July 1, 1956, through June 30, 1957. The figures developed are shown on a statement entitled "Chesapeake and Ohio Originated Carload Traffic Exported Through Canadian North Atlantic Ports for Period July 1, 1956, through June 30, 1957", and ask that it be marked for identification as Exhibit —— (GR-12). The fact that in the 12-month period studied 695 cars moved from Chesapeake and Ohio origins alone to the Canadian North Atlantic ports speaks for itself as to the competitive impact on Newport News-Norfolk of lower steamship rates from those ports.

It is a fact that the brunt of any competition faced by New York is felt with equal or greater impact at Hampton Roads and must be met by the carriers serving Newport News-Norfolk.

Up to this point I have dealt with the effect that the more frequent sailings combined with the fact that New York is generally the last port of call have had in offsetting the [fol. 3877] effect of the existing differential and the fact

that Hampton Roads is affected by the same basic competitive factors as New York. There are other factors though which are also of importance that likewise contribute to the situation. However, before I take up these matters I would like to refer to certain statements made by the New York lines in their testimony and compare the situation at Hampton Roads with New York.

Witness Laux has referred to a decline in the average amount of cargo loaded or discharged per vessel at New York in 1955 as compared with 1938. It was pointed out in 1938 the average cargo loaded was 1,700 long tons per vessel and in 1955 1,350 long tons. To develop comparable figures, I made a survey of the first six months of 1957 at Newport News and found the average cargo loaded was only 250 long tons. The details of this computation I have set forth on an exhibit and ask that it be marked for identification as Exhibit No. —— (GR-13). The comparison of the average cargo of 250 long tons per ship at Newport News with 1,350 long tons at New York needs no further comment other than to point out that the average cargo at Newport News of 250 gross tons is less than the 7-year decline the New York Port Authority complains about and is only one-fifth as large as that experienced at New York in 1955.

Other comparisons can be made which also reflect the pre-eminence of New York as the premier North Atlantic port. Mr. O'Connor, Commissioner of Marine and Aviation of the City of New York, testified that New York owns 122 [fol. 3878] major pier facilities. In the entire Hampton Roads area there are only twelve such facilities in normal use. Mr. O'Connor also testified that there were 159 city-owned deep sea berths for ocean-going vessels completely excluding those which are privately owned. In the entire Hampton Roads area only twenty-seven ships loading general cargo can be berthed at one time. The value of the waterfront properties owned by the City of New York has been stated to be $325,000,000. At Hampton Roads the assessed value of comparable waterfront facilities is only $2,407,500.

I will not undertake to testify as to all the ancillary services that exist at New York, which contribute in such

large measure to the fact that New York is the largest tonnage port since a comprehensive survey of these conditions has been made and will be the subject of testimony by General Stratton. I have, however, reviewed this survey and know that it comprehensively covers some of the most important services which contribute to the fact that New York's general cargo tonnage is far larger than any other port. One service in particular, which has been studied, I would like to comment on and that is the freight forwarder. My experience has convinced m that, assuming the availability of steamship service, the freight forwarder is responsible for and can control the movement of large volumes of traffic. This industry is vital to the [fol. 3879] end result of the accomplished transaction of exporting or importing traffic. It is the immediate service accomplishing the transition of the cargo at the port and the documentation necessary to protect the title of the cargo. Specialized personnel handle these transactions and they are well versed in customs regulations, both here and abroad, railroad regulations, steamship requirements, Department of Commerce regulations, insurance, bank and letter of credit requirements, consul and consular activities, as well as the vagaries of labor conditions existing at the several ports.

The function and service afforded by the freight forwarding industry is one which has become indispensable to the efficient handling of import and export movements. The small group located at Hampton Roads has no material influence on the vast movement of traffic to and from differential territory when compared with the aggregate impact of those who are located at New York. A very real problem has been encountered because the freight forwarder located at New York is reluctant to direct the movement of traffic to Hampton Roads simply because he is afraid that it will be captured by his competitor who may be located only at Hampton Roads. While this is not to say that forwarders at New York have never directed the movement of traffic to Hampton Roads, I do know from my own experience it is only done with great reluctance and under most unusual circumstances. This is a very natural [fol. 3880] reaction for, of course, the forwarder is inter-

ested in protecting and promoting its own business. And to the extent it moves traffic through a port at which it has no particular interest it is jeopardizing its control over future movements. The continuance of the present differential is absolutely essential if Hampton Roads lines are to be able to induce the freight forwarder located at New York to make any appreciable use of Newport News-Norfolk. Without this rate advantage it would be useless to solicit this tremendous source of traffic for it would simply be contrary to the best interest of the forwarder to use Hampton Roads.

There is a further practice at New York with which I am familiar that operates to effectively offset the three-cent rate advantage of Hampton Roads. At the ports when rail traffic arrives, under the carriers' tariffs, it is allowed seven days' free time. At New York, however, this time can be effectively extended by delivery of the export cargo to steamship piers where the shipment can be held without cost to the shipper. Since there are no piers at Hampton Roads owned or leased by the steamship lines, if the cargo is held up awaiting a ship, as happens because of the infrequency of vessel service, the shipment goes on storage of seven and one-half cents per cwt. for an initial period of ten days. Thus, after seven days the rate advantage at Hampton Roads is turned from a three-cent advantage to a four and one-half cent disadvantage. In my experience I have found that this is one of the reasons most often given [fol. 3881] by shippers for preferring New York. It is a fact, as my survey has shown, that the vessel service at Hampton Roads, at best, is only about one-third that available at New York. Consequently, the time between sailings from Hampton Roads is greater than at New York with the result that a cargo is more likely to incur storage charges. With the availability of steamship piers at New York to which a shipment can be delivered the possibility of storage charges being incurred becomes even more remote.

Typical of the repeated instances that I have encountered when this has been the controlling consideration for the refusal to use Hampton Roads as the port of exportation are the following: There is a large producer of chemicals, drugs and related products that is located on the Chesapeake

and Ohio. For an extended period of time Newport News was the preferred port for exportation. However, because volume movements were being made and the cargoes incurred storage charges the traffic was diverted to New York. The traffic continued to move through this port for a period of time but through solicitation efforts the industry was prevailed upon to try Newport News once more. On the first shipment that used Newport News the cargo incurred storage charges because it arrived at the port and had to be held more than seven days awaiting a ship. The movement was immediately returned to New York. The problem in this case is a chronic one faced by Hampton Roads that is [fol. 3882] caused by insufficient vessel service. The only solution is to coordinate delivery to the railroad so that the cargo arrives at the port less than seven days before ship's arrival. This is almost impossible to accomplish for I have found that production schedules of industries will not be programmed to suit the convenience of a railroad especially when use of New York will obviate the difficult scheduling problems that arise when Hampton Roads is the port of exportation.

Another and equally direct example is the case of 1,000 tons of iron and steel sheets produced by a mill located on the Chesapeake and Ohio which was to be exported to Europe for subsequent movement inland by barge. However, since the barges available at the foreign ports could handle only 100 tons, the shipment had to be held at the port of exportation and played off to a ship in lots that would not exceed the capacity of the barge. Storage charges made this procedure prohibitive at Hampton Roads and the shipment was lost to New York. At no cost to the industry, the cargo was held free of charge on a steamship pier.

I want to be clear that I am not saying that every shipment will be accepted on a vessel pier to avoid storage charges, however, it has been an effective inducement that has resulted in diversion of long standing movements from Hampton Roads that are among the most desirable that can be obtained. Moreover, the mere fact of its availability is enough to determine that New York will be used regard-

[fol. 3883] less of a three cent rate disadvantage as compared with Hampton Roads.

These examples are cited because I know they are actual proof of the fact that the three-cent rate advantage was more than offset because of the availability of superior services at New York which Hampton Roads is in no position to match. While I can cite other instances of traffic I know have been lost because of any one or an accumulation of the circumstances just cited, I know of an equal amount of accounts that refuse even to try Hampton Roads for the same reason. I have found that the availability of free storage on export movement is an effective solicitation device that I cannot overcome by offering a three-cent rate advantage at Hampton Roads. Without the present differential I am convinced that most of the differential tonnage now moving through Hampton Roads would be diverted to New York. The only advantage I can today offer a shipper as an inducement to use the Virginia port is this differential and as I have shown in many situations it is more apparent than real. While I have found as a general proposition three cents is not enough to offset the quantity and quality of service afforded at New York, it is an inducement that Hampton Roads can offer a shipper and for that reason alone it is needed.

The effectiveness of the three cent differential in my opinion can be measured by a comparison of general cargo [fol. 3884] traffic handled at the two ports. In this connection, I would like to point out that the differential tonnage handled over Hampton Roads decreased in 1956 from that handled in 1955 by 202,022 tons. While the New York carriers have not furnished figures that would permit a similar comparison to be made, I do know that there was an increase in the amount of all general cargo tonnage handled through New York in 1955 over that in 1954, and the trend continued upward in 1956. The tonnage figures for these years for general cargo are:

1954 — 10,753,008
1955 — 12,760,708
1956 — 12,891,689

In commenting on the impact these tonnage increases had on the dollar value of the cargo moving through the Port of New York, Mr. Daniel W. Lowe, Chairman, The Port of New York Authority, said:

> "The 1956 dollar value of New York's total foreign commerce was $8,320,200,000, a 7.0 per cent increase over 1955, and a 31.1 per cent increase over 1954. It is significant that the value of New York's oceanborne foreign trade was 41.0 per cent of the total United States value, 2.7 percentage points less than the 43.7 per cent share in 1955. This value share at the Port compares with only a 14.0 per cent share of the tonnage volume for the country. The Port's large share of the total value of United States trade is due to the Port's superiority in handling general cargo, mainly high-value commodities such as machinery and vehicles."

Source: Oceanborne Foreign Trade at the Port of New York, 1956. Published by The Port of New York Authority.

[fol. 3885] There is no doubt in my mind as to the accuracy of the statement that New York's disproportionately large share of the total value of United States trade is due to the Port's superiority in attracting and handling high value commodities. Another way of saying this is that New York not only is the largest tonnage port but it is even more important when the value of goods handled is the measure rather than tonnage. The aggregate impact of the superior services available to shippers at the Port of New York makes it imperative that Hampton Roads, if it is to continue to exist as a general cargo port, must have at least its historic rail rate advantage.

STATE OF VIRGINIA
CITY OF RICHMOND

George Roach, being duly sworn, deposes and says that he is Assistant General Manager, World Commerce Department, The Chesapeake and Ohio Railway Company, and that the foregoing statement is true and correct to the best of his information, knowledge and belief.

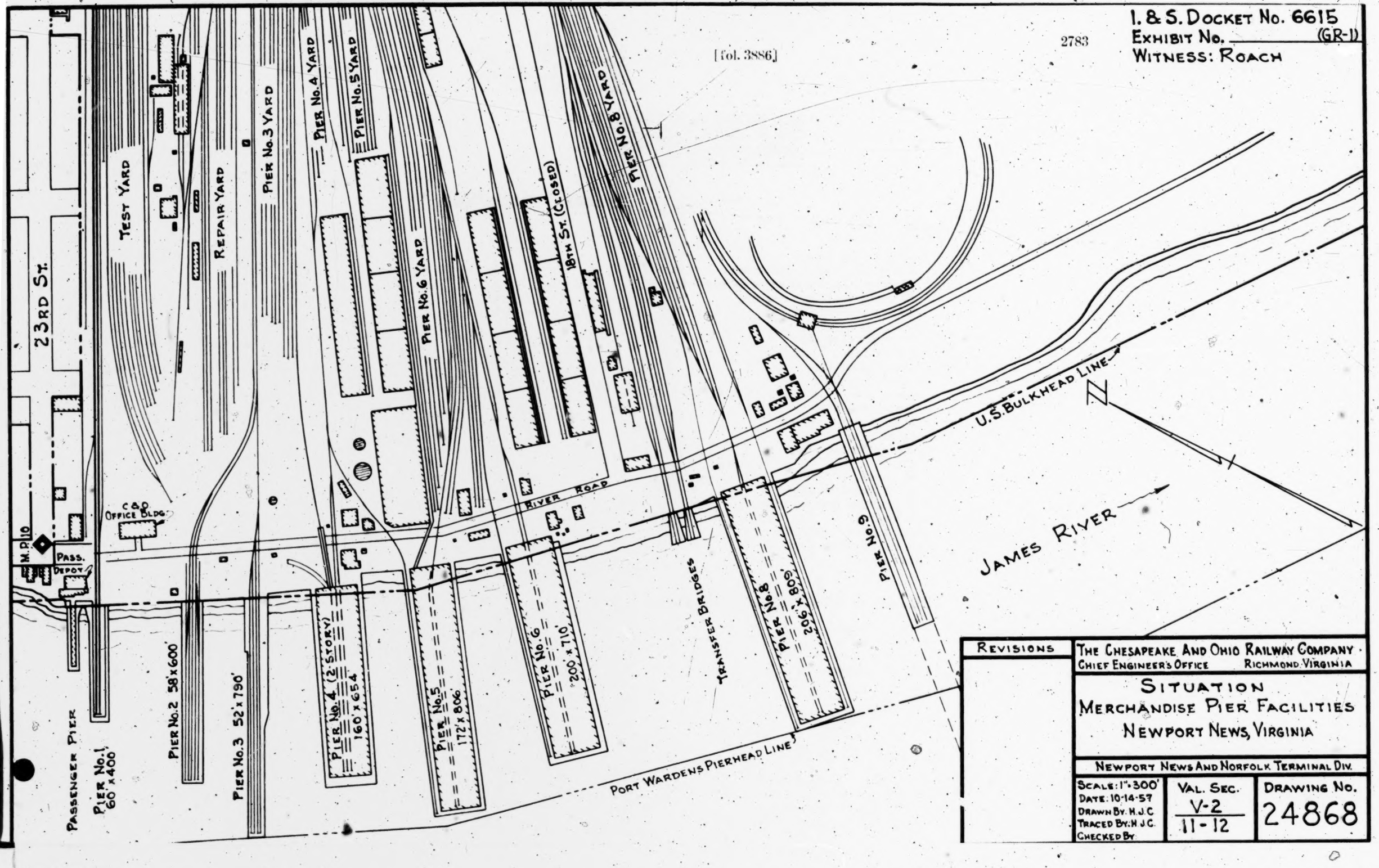
/s/ GEORGE ROACH
George Roach

Subscribed and sworn to before me on this the 16th day of October, 1957.

My Commission expires on February 18, 1958.

/s/ L. J. MATT
L. J. Matt

I. & S. DOCKET NO. 6615
EXHIBIT NO. (GR-1)
WITNESS: ROACH



REVISIONS	THE CHESAPEAKE AND OHIO RAILWAY COMPANY CHIEF ENGINEER'S OFFICE RICHMOND, VIRGINIA	
	SITUATION MERCHANDISE PIER FACILITIES NEWPORT NEWS, VIRGINIA	
	NEWPORT NEWS AND NORFOLK TERMINAL DIV.	
	SCALE: 1" = 300' DATE: 10-14-57 DRAWN BY: H.J.C. TRACED BY: H.J.C. CHECKED BY	VAL. SEC. V-2 / 11-12
		DRAWING NO. 24868

I. & S. Docket No. 6615
Exhibit No. ____ (GR-2)
Witness: George Roach
Page 1 of 3 pages

SAILINGS FROM HAMPTON ROADS AND NEW YORK BY STEAMSHIP LINES HANDLING GENERAL CARGO TRAFFIC THAT SERVED BOTH PORTS DURING JUNE, 1957

	Out New York	Out Hampton Roads	
EUROPE			
United States Lines:			
Rotterdam-Antwerp-Amsterdam	5	5	
Liverpool-Dublin-Glasgow-Manchester	4	5	
Bremerhaven-Bremen-Hamburg	4	4	
London-Bordeaux-Bilbao	7	6	
Holland America Line	4	4	
Red Star Line	4	4	
Black Diamond Line	4	2	
Bristol City Line	2	1	
Cunard Line	12	2	
Cosmopolitan Line	3	2	
French Line	5	5	
Belgian Line	3	2	
Moore McCormack Lines	3	1	
Finska	1	1	
Finnlines	3	3	
Swedish American Line	4	4	
Scandinavian America Line	3	4	
Thorden Line	3	3	
North German Lloyd Line	3	2	
Hamburg American Line	1	2	
Meyer Line	2	3	
	80	65	18 Lines
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA			
Moore McCormack	8	3	
Brodlin Line	3	1	
Lamport & Holt	3	2	
Holland Interamerica	2	2	
Ivaran	2	2	
Torm Lines	1	1	
West Coast Line	2	0	
	21	11	7 Lines
SOUTH-EAST-WEST AFRICA			
C. R. Lines (Black Diamond)	5	2	
Elder Dempster Lines, Ltd.	2	1	
Farrell Lines (West Africa)	3	3	
Farrell Lines (South & East Africa)	3	3	
	13	9	4 Lines

5887

	Out New York	Out Hampton Road	
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA			
Fabre	2	1	
Torm Lines	1	1	
Yugoslav Line	3	2	
Eckert Line	2	2	
Fernville Mediterranean Lines	4	2	
Naviera Commercial Aspe, S.A.	1	1	
Concordia Line	2	1	
American Export Lines	12	12	
Hellenic Lines, Ltd.	1	1	
Stevenson Line	1	1	
Java New York Line	4	3	
Isbrandtsen Line	3	2	
Costa Line	2	3	
Isthmian Line	2	2	
Aznar Line	2	1	
	42	35	15 Lines
FAR EAST-INDONESIA-MALAYA			
Ivaran Line	1	1	
American President Lines	4	4	
Isthmian	2	2	
Isbrandtsen	3	2	
N.Y.K.	2	2	
Barber Line	4	4	
American Manchurian Line	2	1	
Prince Line	1	1	
De La Rama Lines	1	1	
American Pioneer Line	3	3	
Mitsubishi Line	1	1	
Maersk Line	4	2	
Daido Line	1	1	
	29	25	13 Lines
INDIA-PAKISTAN-PERSIAN GULF			
Concordia Line	1	1	
American Export Lines	3	3	
Isbrandtsen Line	3	2	
Isthmian Line	1	1	
American & Indian Line	1	1	
	9	8	5 Lines
AUSTRALIA-NEW ZEALAND			
American & Australian Line	2	1	
Port & Associated	2	2	
American Pioneer Line	2	1	
	6	4	3 Lines

[fol. 3888]

RECAPITULATION

WORLD AREA	SAILINGS FROM NEW YORK	SAILINGS FROM HAMPTON ROADS	NUMBER OF LINES
EUROPE	80	65	18
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA	21	11	7
SOUTH-EAST-WEST AFRICA	13	9	4
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA	42	35	15
FAR EAST-INDONESIA-MALAYA	29	25	13
INDIA-PAKISTAN-PERSIAN GULF	9	8	5
AUSTRALIA-NEW ZEALAND	6	4	3
TOTAL	200	157	65

3889

2786 [fol. 3889]

I. & S. Docket No. 6615
Exhibit No. ____ (GR-3)
Witness: George Roach
Page 1 of 3 pages

SAILINGS DURING JUNE, 1957, OF STEAMSHIP LINES HANDLING GENERAL CARGO TRAFFIC THAT SERVED NEW YORK BUT DID NOT CALL AT HAMPTON ROADS

	Out New York	
EUROPE		
Furness Red Cross Line	3	
Mitsui Line	2	
Home Lines	1	
Norwegian American Line (Passenger-Express Cargo vessels)	3	
Waterman Line (All M.S.T.S. Cargo)	3	
Iceland Steamship Co. Ltd.	2	
States Marine Lines	2	
Irish Shipping Ltd.	1	
Wilson Line	2	
	22	9 Lines
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA		
Furness Bermuda Line	5	
Bull Lines	9	
Isbrandtsen (Bermuda Service)	2	
Incres Nassau Line	5	
Mexican Line	4	
Dodero Line - Southern Cross Line	2	
Norton Line	2	
Argentine State Line	4	
Lloyd Brasiliero	3	
Grancolombiana	5	
Dovar Line	1	
Columbus Line	2	
Venezuelan Line	6	
Grace Line	14	
Coldemar Line	4	
West Coast Line	2	
Chilean Line	2	
Norgulf Lines	4	
Royal Netherlands Line	10	
Alcoa Steamship Co.	7	
United Fruit Co.	17	
Panama Line	3	
Caribbean Line	4	
Ward Line	8	
Vacuba Line (Garcia & Diaz)	4	
Mamenic Line	2	
Dalpha Line	3	
Dominican Steamship Line	4	
	138	28 Lines

[fol. 3890]

3787

3870

	Out New York	
SOUTH-EAST-WEST AFRICA		
South Africa Marine Corp. Ltd.	2	
Robin Line	3	
Belgian Line	3	
American-West African Line	1	
	9	4 Lines
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA		
Italian Line	5	
East Coast Overseas Corp.	1	
General Steam Navigation Ltd. (Greek Line)	1	
National Hellenic American Line	1	
Spanish Line	1	
Khedevial Mail Line	1	
Prudential Line	2	
Levant Line	2	
Hoegh Line	2 (1)	
Zim Isreael	1	
Mamenic Line	2	
Hansa Line	1 (2)	
Wallinius Line (Kerr Line)	1	
Empressa Nacional El Cano (Garcia & Diaz)	3	
	24	14 Lines
FAR EAST-INDONESIA-MALAYA		
C.T.O. Line	1	
Hansa Line	1	
Nedlloyd Lines	2	(Same vessels shown in India Service)
Heogh Lines	1	" "
Hellenic Lines, Ltd.	2	
Iino Lines	2	
Shinnihon Line	2	
"K" Line	1	
O.S.K. Line	1	
Mitsui Line	4	
Mamashita Line	1	
	18	11 Lines
INDIA-PAKISTAN-PERSIAN GULF		
Hellenic Lines, Ltd.	1	
Nedlloyd Lines	2	
Hoegh Lines	2	
Hansa Line	1	
Pegasus Line	1	
	7	5 Lines

[fol. 3891]

3891

RECAPITULATION

WORLD AREA	SAILINGS	NUMBER OF LINES
EUROPE	22	9
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA	138	28
SOUTH-EAST-WEST AFRICA	9	4
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA	24	14
FAR EAST-INDONESIA-MALAYA	18	11
INDIA-PAKISTAN-PERSIAN GULF	7	5
AUSTRALIA-NEW ZEALAND	0	0
TOTAL	218	71

RECAPITULATION OF TOTAL NEW YORK SAILINGS COMPARED WITH HAMPTON ROADS SAILINGS FOR THE MONTH OF JUNE, 1957

WORLD AREA	NEW YORK SAILINGS BY LINES THAT SERVED NEW YORK AND HAMPTON ROADS	SAILINGS BY LINES THAT SERVED NEW YORK ONLY	TOTAL NEW YORK SAILINGS	HAMPTON ROADS SAILINGS
EUROPE	80	22	102	65
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA	21	138	159	11
SOUTH-EAST-WEST AFRICA	13	9	22	9
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA	42	24	66	35
FAR EAST-INDONESIA-MALAYA	29	18	47	25
INDIA-PAKISTAN-PERSIAN GULF	9	7	16	8
AUSTRALIA-NEW ZEALAND	6	0	6	4
TOTAL	200	218	418	157

[fol. 3896]

9789

I. & S. Docket No. 6615
Exhibit No. ____ (CR-4)
Witness: George Roach
Page 1 of 3 pages

SAILING SCHEDULES OF STEAMSHIP LINES HANDLING EXPORT MOVEMENTS OF GENERAL CARGO DURING JUNE, 1957, FROM NEW YORK, PHILADELPHIA, BALTIMORE AND HAMPTON ROADS

STEAMSHIP LINES	ORDER OF CALL
EUROPE	
U. S. Lines	Philadelphia-Baltimore-Hampton Roads-New York
Holland America Line	Philadelphia-Baltimore-Hampton Roads-New York
Red Star Line	Philadelphia-Baltimore-Hampton Roads-New York
Black Diamond Lines	Philadelphia-Baltimore-Hampton Roads-New York
Bristol City Line	Philadelphia-Baltimore-Hampton Roads-New York
Cunard Line	Philadelphia-Baltimore-Hampton Roads-New York
Cosmopolitan Line	Hampton Roads-Baltimore-Philadelphia-New York
French Line	Philadelphia-Baltimore-Hampton Roads-New York
Belgian Line	Baltimore-Philadelphia-Hampton Roads-New York
Moore-McCormack Lines (American Scantic Line)	Baltimore-Hampton Roads-Philadelphia-New York or Hampton Roads-Baltimore-Philadelphia-New York
Finska	Philadelphia-Baltimore-Hampton Roads-New York
Finnlines	Philadelphia-Baltimore-Hampton Roads-New York
Swedish American Line	Hampton Roads-Baltimore-Philadelphia-New York
Scandinavian American Line	Hampton Roads-Baltimore-Philadelphia-New York
Thorden Lines	Philadelphia-Baltimore-Hampton Roads-New York
Hamburg-American Line	Baltimore-Philadelphia-Hampton Roads-New York
North German Lloyd Line	Baltimore-Hampton Roads-Philadelphia-New York
Meyer Line	Baltimore-Philadelphia-Hampton Roads-New York

TOTAL LINES -18

SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA	
Moore McCormack Lines	Philadelphia-Hampton Roads-Baltimore-New York
Brodin Line	Baltimore-Philadelphia-Hampton Roads-New York
Lamport & Holt	New York-Hampton Roads
Holland Interamerica Line	Philadelphia-Baltimore-Hampton Roads-New York
Ivaran Lines	Philadelphia-Baltimore-Hampton Roads-New York
Torm Lines	Philadelphia-Hampton Roads-Baltimore-New York
West Coast Line	Baltimore-Philadelphia-New York (Infrequently calls at Hampton Roads)

TOTAL LINES - 7

3893

2790
[fol. 3893]

STEAMSHIP LINES	ORDER OF CALL
SOUTH-EAST-WEST AFRICA	
C. R. Lines	Hampton Roads-Baltimore-Philadelphia-New York
Elder Dempster Lines, Ltd.	Hampton Roads-New York
Farrell Lines (West Africa)	Philadelphia-Baltimore-Hampton Roads-New York
Farrell Lines (South & East Africa)	Hampton Roads-Baltimore-Philadelphia-New York
TOTAL LINES - 4	
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA	
Fabre Line	Philadelphia-Baltimore-Hampton Roads-New York
Torm Lines	Philadelphia-Baltimore-Hampton Roads-New York
Yugoslav Line	Hampton Roads-Philadelphia-Baltimore-New York
Eckert Line	Hampton Roads-Philadelphia-New York
Fern-Ville Mediterranean Lines	Hampton Roads-Baltimore-Philadelphia-New York
Naviera Commercial Aspe, S. A.	Philadelphia-Hampton Roads-New York
Concordia Line	Hampton Roads-Baltimore-Philadelphia-New York
American Export Lines	Hampton Roads-Baltimore-Philadelphia-New York
Hellenic Lines, Ltd.	Hampton Roads-Baltimore-Philadelphia-New York
Stevenson Line	Philadelphia-Baltimore-Hampton Roads-New York
Blue Funnel Line - Java New York Line	Hampton Roads-Philadelphia-New York
Isbrandtsen	Hampton Roads-Baltimore-Philadelphia-New York
Costa Line	Hampton Roads-Baltimore-Philadelphia-New York
Isthmian Lines	Hampton Roads-Philadelphia-New York
Aznar Line	Hampton Roads-New York
TOTAL LINES - 15	
FAR EAST-INDONESIA-MALAYA	
Ivaran Line	Hampton Roads-Baltimore-Philadelphia-New York
American President Lines	Baltimore-New York-Hampton Roads
Isthmian Lines (Panama Far East Line)	Baltimore-Philadelphia-New York-Hampton Roads
Isbrandtsen	Hampton Roads-Baltimore-Philadelphia-New York
N.Y.K. Line	Philadelphia-Baltimore-Hampton Roads-New York
Barber Line	Hampton Roads-New York or Baltimore-Hampton Roads-Philadelphia-New York-Hampton Roads
American Manchurian Line	Philadelphia-Baltimore-Hampton Roads-New York
Prince Line	Baltimore-Hampton Roads-New York
De La Rama Lines	Baltimore-Philadelphia-New York-Hampton Roads
American Pioneer Line	Philadelphia-Baltimore-Hampton Roads-New York
Mitsubishi Line	Hampton Roads-Philadelphia-New York
Maersk Line	Baltimore-Philadelphia-New York-Hampton Roads
Daido Line	Baltimore-Hampton Roads-Philadelphia-New York
TOTAL LINES - 13	

3694

[Fol. 3894]

2791

STEAMSHIP LINES	PORT OF CALL
INDIA-PAKISTAN-PERSIAN GULF	
Concordia Line	Hampton Roads-Baltimore-Philadelphia-New York
American Export Lines	Philadelphia-Hampton Roads-Baltimore-New York
Isbrandtsen Line	Hampton Roads-Baltimore-Philadelphia-New York
Isthmian Line	Baltimore-New York-Philadelphia-Hampton Roads
America and Indian Line	Hampton Roads-Baltimore-Philadelphia-New York
TOTAL LINES - 5	
AUSTRALIA-NEW ZEALAND	
American & Australian Steamship Company	New York-Philadelphia-Hampton Roads
Port and Associated Lines	Baltimore-Philadelphia-New York-Hampton Roads
American Pioneer Line	Philadelphia-Baltimore-New York-Hampton Roads
TOTAL LINES - 3	

2792
[fol. 3895]

RECAPITULATION

	NUMBER OF LINES INVOLVED	SERVE NEW YORK LAST	SERVE HAMPTON ROADS LAST
EUROPE	18	18	0
SOUTH AMERICA-CUBA-CARIBBEAN-CENTRAL AMERICA	7	6	1
SOUTH-EAST-WEST AFRICA	4	4	0
ADRIATIC-MEDITERRANEAN-TURKEY-RED SEA	15	15	0
FAR EAST-INDONESIA-MALAYA	13	8	5
INDIA-PAKISTAN-PERSIAN GULF	5	4	1
AUSTRALIA-NEW ZEALAND	3	0	3
TOTAL	65	55	10

3895

I. & S. Docket No. 6615
Exhibit No. ____ (GR-5)
Witness: George Roach

63

The Case of Diminishing Interest Charges

Port of New York people are ready to help you too!

Remember that *your* shipping problems too are always welcome at any Trade Development Office of The Port of New York Authority. You too will probably find that when *all* cost factors are considered, routing "via Port of New York" can save you time and money.

Write for a free copy of "Ships that Sail the Seas" 28 x 40 inches. It shows 26 of the major American types and latest special-designed vessels in full color. Send to Port Promotion Manager.

THE PORT OF NEW YORK AUTHORITY

111 Eighth Avenue, New York 11, N. Y.

Trade Development Offices

32 Broadway, New York 4, N. Y. • 1001 Connecticut Avenue, N. W., Washington 6, D. C.
Prudential Building, Chicago 1, Illinois • Terminal Tower Building, Cleveland 13, Ohio
Avenida Presidente Vargas 842, Caixa Postal 3207, Rio de Janeiro, Brazil

3896

[fol. 3896]

2738

I. & S. Docket No. 6615
Exhibit No. _____ (CR-6)
Witness: George Roach

CARLOADS OF GENERAL CARGO TRAFFIC ORIGINATED BY CHESAPEAKE AND OHIO IN DIFFERENTIAL TERRITORY EXPORTED THROUGH PORT OF NEW YORK AND THOSE ORIGINATED BY NEW YORK CENTRAL AND ERIE AT POINTS IN DIFFERENTIAL TERRITORY EXPORTED THROUGH NEWPORT NEWS FROM JULY 1, 1956, THROUGH JUNE 30, 1957

DATE		CHESAPEAKE AND OHIO ORIGINATION EXPORTED THROUGH PORT OF NEW YORK	NEW YORK CENTRAL ORIGINATION EXPORTED THROUGH NEWPORT NEWS	ERIE ORIGINATION EXPORTED THROUGH NEWPORT NEWS
1956	July	307	26	0
	August	411	10	7
	September	223	6	4
	October	341	2	4
	November	416	21	4
	December	335	25	2
1957	January	523	120	1
	February	356	52	5
	March	601	62	4
	April	427	50	2
	May	340	124	7
	June	374	63	0
Sub-Total			561	40
Total		4,654	601	

3877

2794 [fol. 3897]

I. & S. Docket No. 6615
Exhibit No. ____ (CR—7)
Witness: George Roach

CARLOADS OF GENERAL CARGO TRAFFIC ORIGINATED BY CHESAPEAKE AND OHIO THAT WERE EXPORTED AT PORTS OF NEWPORT NEWS AND NEW YORK DURING PERIOD JULY 1, 1956, THROUGH JUNE 30, 1957

DATE		NEWPORT NEWS	NEW YORK
1956	July	67	307
	August	120	411
	September	97	223
	October	25	341
	November	39	416
	December	158	335
1957	January	89	523
	February	103	356
	March	107	601
	April	71	427
	May	213	340
	June	127	374
	Total	1,216	4,654

3848

[fol. 3898]

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I. & S. Docket No. 6615
Exhibit No. _____ (GR-8)
Witness: George Roach

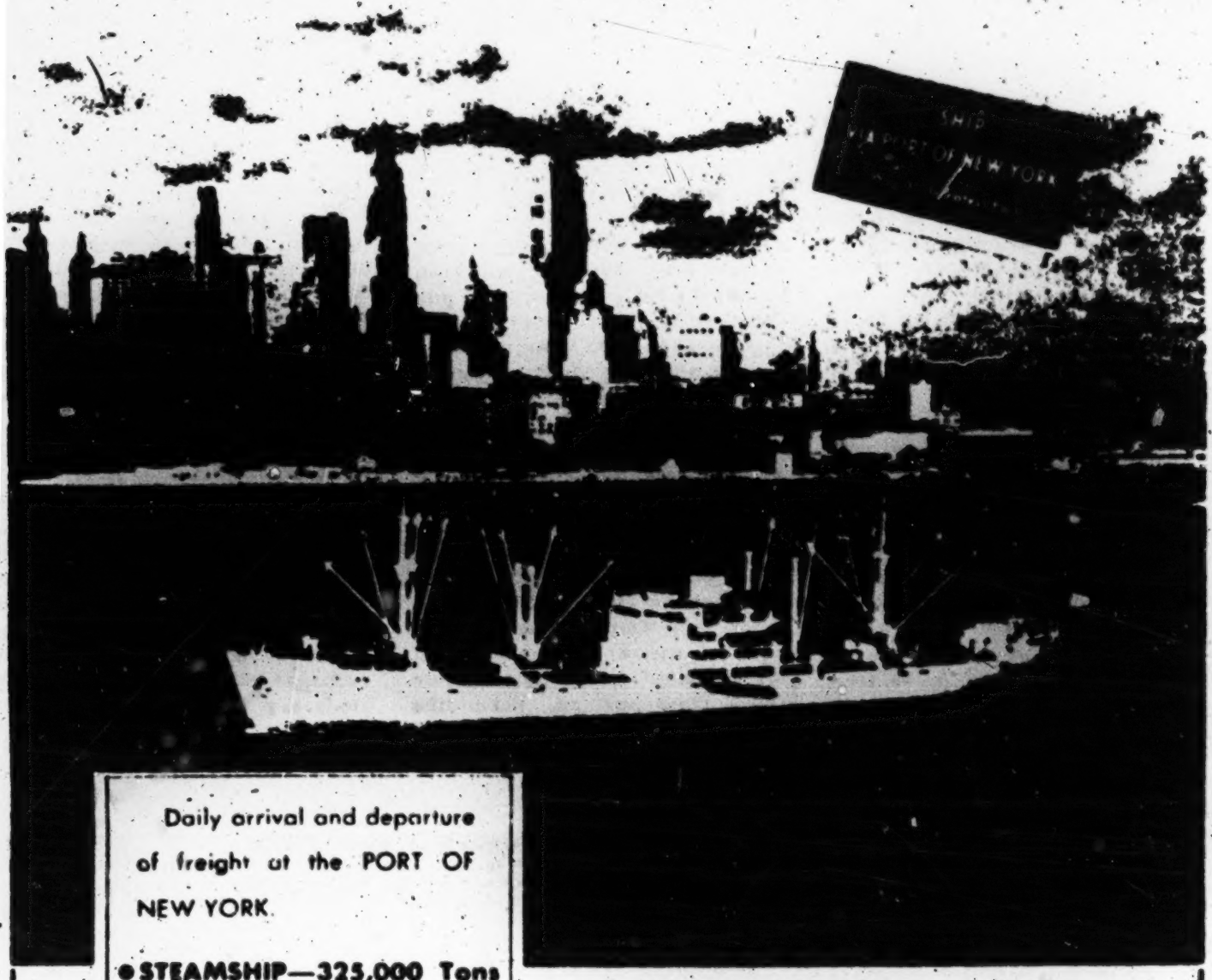
COMPARISON OF CARLOAD TRAFFIC ORIGINATED BY CHESAPEAKE AND OHIO IN CANADA EXPORTED THROUGH THE PORTS OF NEWPORT NEWS AND NEW YORK FOR PERIOD JULY 1, 1956, THROUGH JUNE 30, 1957

DATE		FROM CHESAPEAKE AND OHIO CANADIAN ORIGINS TO PORT OF NEWPORT NEWS	FROM CHESAPEAKE AND OHIO CANADIAN ORIGINS TO PORT OF NEW YORK
1956	July	0	33
	August	0	50
	September	0	33
	October	0	37
	November	0	27
	December	0	69
1957	January	0	94
	February	0	46
	March	0	63
	April	0	52
	May	5	24
	June	9	25
	Total	14	553

3899

[fol. 3899]

I. C. C. Docket No. 6615
Exhibit No. _____ (GR-9)
Witness: George Roach



Daily arrival and departure of freight at the PORT OF NEW YORK

• STEAMSHIP—	325,000	Tons
• RAIL—	310,000	"
• TRUCK—	135,000	"
Daily Total	770,000	Tons

Ten thousand vessels engaged in foreign and domestic trade clear the NEW JERSEY-NEW YORK PORT annually.

Twelve major railroads and hundreds of trucking firms furnish superior inland transportation to the port. This unmatched combination of inland transportation and frequency of sailings offers shippers unsurpassed service via AMERICA'S PREMIER PORT.

Consult our Port Promotion Bureau or Trade Promotion Offices for the latest information on foreign and domestic shipping

TRADE PROMOTION OFFICES

Chicago-
Cleveland-
Washington-
Rio de Janeiro, Brasil.

THE PORT OF NEW YORK AUTHORITY
111 Eighth Avenue
New York 11, N. Y.
Telephone: ALgonquin 5-1000

October, 1951

[fol. 3900]

3900

I. . onle' o.
o. (7:-20)
SHIPPING

Trucking Export Cargo

By
Lee Ross
American Trucking Association

Without land transportation from industrial plants to seaboard our foreign trade would be non-existent. The role of over-the-road trucks in the movement of this traffic is so important that waterfront terminals have been designed particularly with these conveyances in mind. This article tells what is going on around the country.

2798
[fol. 3901]

The American Motor Transport Industry is frequently called a mainspring of the economy of the United States. At some time or another, practically everything we eat, wear or use moves by truck and the trend towards increased reliance on motor transport is still climbing.

Trucks of every type and description are serving America's farms, homes and industries, performing a complete door-to-door transportation service entirely on their own, or linking up with other forms of transportation in hauling nearly everything we need. Especially important is the link between cargo ships arriving or leaving American ports and motor transport. Today the United States has approximately 10 million vehicles—about half the world's total. In a single decade, the trucking industry has doubled its fleet. Today, the industry employs about 7,000,000 people with a payroll of approximately $24 billion.

Indicative of the impact of the trucking industry on the nation's economy was its expenditure of 32 billion dollars in 1954 for wages, equipment, fuel and other goods and services. This represented approximately one-twelfth of the gross national product.

While figures have not been collated especially to show the movements and haulings of trucks at ports, a fair criterion of the flexibility and versatility of truck transportation is shown in the ever increasing demand for truck service, so that today motor transport carries approximately 75% of the nation's freight. The Port of New York Authority estimates that 50% of the ocean-borne cargo moved to and from New York piers is hauled by truck for either long haul or local transportation, and, says the Port Authority: "Moreover, it is still a growing factor in the local transportation of freight having overseas origin or destination."

Port facilities are being rebuilt to make adequate turn around and working room for the efficient maneuvering of trucks in carrying commodities moving in international trade channels through the nation's seaports. New terminals are being designed to accommodate motor transport freight handling.

If a marine terminal is of the finger-pier type, it is necessary to provide unimpeded roadways for trucks as well as cargo storage and working space. If the construction is of the marginal wharf type, truck back-up spots must be provided on the inshore side of the shed. This type of construction requires loading platforms at the height of the truck tailgates to eliminate unnecessary lifting of cargo in the truck loading operation, or a modern type of adjustable platforms or adjustable lifts to bring different sizes of

LEE ROSS has had a long career in public relations in Government and in private industry. His experience includes a number of years with Nelson Rockefeller, Co-ordinator of Inter-American Affairs. Later he was Chief of World Trade Promotion for the Department of Commerce. He has been associated with the Port of Norfolk Authority. He is currently public relations consultant with the American Trucking Association, Inc.

3901

[fol. 3902]

I. & S. Docket No. 6615
Exhibit No. —— (GR-11)
Witness: George Roach
Page 1 of 2 pages

THE PORT OF NEW YORK AUTHORITY
111 Eighth Avenue at 15th Street, New York 11, N. Y.
Algonquin 5-1000
Port Development Department
Roger H. Gilman, Director
Port Commerce Division
Clifford B. O'Hara, Chief
Edward K. Laux, Traffic Manager

March 19, 1957
File T-429

Mr. O. E. Schultz, Chairman,
General Freight Traffic Committee
Eastern Railroads
One Park Avenu
New York 16, New York

Re: Dried Beans from Michigan Origins
to New York for Export

Dear Sir:

May we respectfully request that you restore to the General Freight Traffic Committee Docket for reconsideration by that Committee the adjustment in export rates on dried beans from Michigan origins to New York. Our previous correspondence with you in connection with this matter is covered by your File No. C-1415-24.

Our branch office representatives inform us that there is a potential exportation of Michigan beans in the neighborhood of 30,000 tons annually, much of which is being exported via the Port of Montreal.

The ocean rates from Montreal to the United Kingdom and continental ports are lower than those now in effect from the Port of New York. We are now requesting the New York Steamship Conference to reconsider adjusting its

ocean rates from New York to meet the competition from the Canadian Ports. We feel we may get somewhere with the steamship lines because only recently, after some persuasion on our part, they met similarly low Canadian Port rates on citrus fruits originating in California and which involved a movement of approximately 2,000 carloads by rail.

The export rail rates, as your file will indicate, are higher than domestic rates and we would like the carriers to consider establishing export rates predicated upon basis of the New York Domestic Rate, plus the unloading charge of 6½¢ per hundred pounds as provided for in Rule A-10 of Agent Boin's Tariff No. 116-G. These rates would be made subject to carload minimum weight of 70,000 pounds.

In our suggested basis, the rates from typical origins in Michigan to the Port of New York would be as shown on Page 2, as compared to the current 50,000 pound export rates to New York, which are also shown on Page 2. These rates all include the present increase authorized in Ex Parte 206.

SHIP VIA PORT OF NEW YORK—
WORLD'S GREATEST PORT
Trade Development Offices

[fol. 3903]

FROM MICHIGAN	PROPOSED 70,000 POUND EXPORT RATES IN CENTS PER 100 POUNDS	PRESENT 50,000 POUND EXPORT RATES
Alma	63½	88
Akron	62½	81
Bad Axe	61½	81
Clare	63½	88
Blanchard	65½	89
Casnovia	65½	89
Saginaw	62½	81

Very truly yours,

/s/ EDWARD K. LAUX

/t/ Edward K. Laux
Traffic Manager

cc: Messrs. J. J. Galligan, FTM, LVRR, 143 Liberty St., N. Y. 6, N. Y.
J. F. Hourigan, FTM, CRRNJ, 143 Liberty St., N. Y. 6, N. Y.
W. S. Merrick, FTM, PRR, 420 Penn. Station, N. Y. 1, N. Y.
O. M. Meyne, FTM, Erie RR, 50 Church St., N. Y. 7, N. Y.
T. M. Shalloe, FSM, NYCRR, 466 Lexington Ave., N. Y. 17, N. Y.
J. S. Sikora, FTM, DL&WRR, 140 Cedar St., N. Y. 6, N. Y.
C. S. Baxter, Chmn., FTC, CTRRs, 22 W. Madison St., Chicago 2, Ill.

COPY

[fol. 3904]

I. & S. Docket No. 6615
Exhibit No. —— (GR-12)
Witness: George Roach

CHESAPEAKE AND OHIO ORIGINATED CARLOAD TRAFFIC EXPORTED THROUGH CANADIAN NORTH ATLANTIC PORTS FOR PERIOD JULY 1, 1956, THROUGH JUNE 30, 1957

DATE		CARS
1956	July	179
	August	83
	September	72
	October	52
	November	64
	December	52
1957	January	17
	February	7
	March	29
	April	58
	May	51
	June	31
	Total	695

[fol. 3905]

I. & S. Docket No. 6615
Exhibit No. —— (GR-13)
Witness: George Roach

AVERAGE GROSS TONS PER VESSEL OF GENERAL CARGO TRAFFIC EXPORTED AT NEWPORT NEWS DURING FIRST SIX MONTHS OF 1957

MONTH	NUMBER OF SHIPS	CARS	GROSS TONS		
January	102	1,187	24,808.92		
February	70	871	18,896.42		
March	75	1,756	35,776.78		
April	113	1,284	26,093.92		
May	198	1,472	28,291.51		
June	129	1,734	37,784.82		
Total	687		171,652.37	249.85	Average Gross Tons Per Ship at Newport News
				*1,350	Average Gross Tons Per Ship at New York

*Source: Witness Laux's statement (sheet 14) submitted in this proceeding.

[fol. 3906] Secretary's certificate (omitted in printing).

[fol. 3907]

I.C.C. Exhibit No. 71

VERIFIED STATEMENT WSH-B

This statement is verified. Unless written request for cross examination is received by affiant or his attorney, Donald Macleay, 1625 K Street, N. W. Washington, D. C., not later than 10 days prior to the hearing at which such evidence otherwise would be offered, affiant desires that the statement be considered for incorporation in the record without his personal appearance as a witness.

Before the

INTERSTATE COMMERCE COMMISSION

Investigation and Suspension Docket No. 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

VERIFIED STATEMENT OF
W. S. HAMILL, DIRECTOR
BUSINESS RESEARCH DEPARTMENT
BALTIMORE ASSOCIATION OF COMMERCE
BALTIMORE, MARYLAND

[fol. 3908]

BEFORE THE

INTERSTATE COMMERCE COMMISSION

INVESTIGATION AND SUSPENSION
DOCKET NO. 6615

EQUALIZATION OF RATES AT
NORTH ATLANTIC PORTS

VERIFIED STATEMENT OF W. S. HAMILL

My name is W. S. Hamill. I am director of the Business Research Department of the Baltimore Association of Commerce, where I have been engaged in research activities since March 1, 1930. My research experience has included the preparation of numerous studies and reports pertaining to transportation, communication, distribution, agriculture, industrial development, and other business subjects. I also have presented exhibits and testimony at hearings before the Interstate Commerce Commission, the Federal Communications Commission, the Civil Aeronautics Board, and other regulatory bodies.

The Baltimore Association of Commerce is the leading commercial organization in the State of Maryland. Its community-wide functions and services are similar to those performed by a Chamber of Commerce. The Association was formed in 1924 through the consolidation of three local trade bodies, one of which—the Merchants and Manufacturers' Association—was organized in 1880 and incorporated in 1882.

My testimony is being handled in two parts as a matter of convenience: This portion contains a comparative summary of Exhibit WSH 1 for New York and Baltimore, an [fol. 3909] analysis of general cargo vessel service in foreign trade at New York and Baltimore, based upon Exhibit WSH 2; and a statement on the economic value of the port of Baltimore to the community, including the significance

of export and import general cargo traffic moving between Baltimore and differential territory. The other part of my testimony, identified as Verified Statement WSH-A, is confined to an explanation of Exhibit WSH 1, entitled "Service Provided at the Ports of Boston, New York, Philadelphia, Baltimore, and Hampton Roads by Vessels Carrying General Cargo in Foreign Trade Which Entered or Cleared During the period July-December 1955."

COMPARATIVE SUMMARY OF EXHIBIT WSH 1 FOR NEW YORK AND BALTIMORE

An analysis of the data presented in Exhibit WSH 1 shows that New York has an overwhelming superiority over Baltimore in both volume and quality of general cargo steamship service in foreign trade. This fact is clearly demonstrated by the following significant comparisons which were developed from that exhibit for the six-month period from July 1 through December 31, 1955:

Number of general cargo ships calling at New York	2,720
Number of general cargo ships calling at Baltimore	1,357
Number of general cargo ships calling at New York but not at Baltimore	1,532
Number of general cargo ships calling at Baltimore but not at New York	181
Number of ships that both loaded and discharged general cargo at New York but not at any of the other Major North Atlantic Ports	678
Number of ships that both loaded and discharged general cargo at Baltimore but not at any of the other Major North Atlantic Ports	19

[fol. 3910]

Number of direct inbound ships unloading general cargo at New York	1,451
Number of direct inbound ships unloading general cargo at Baltimore	171
Number of direct outbound ships loading general cargo at New York	1,767
Number of direct outbound ships loading general cargo at Baltimore	149

For the purpose of the above comparisons, a ship was considered as a general cargo vessel if it either loaded or discharged general cargo at one or more of the ports of Boston, New York, Philadelphia, Baltimore, and Hampton Roads. It was listed as calling at New York or Baltimore, as the case may be, if it either entered or cleared the port in question during the calendar period from July 1 to December 31, 1955.

"Split Voyage"

In determining the number of general cargo ships calling at New York but not at Baltimore as well as the number of such vessels calling at Baltimore but not at New York, the matter of "split voyages" had to be taken into consideration. The term "split voyage", as used herein, means that a part of a ship's domestic itinerary falls within one calendar period and the remainder of it in another.

Since the six months from July 1 through December 31, 1955, was selected for special study, those vessels whose North Atlantic itineraries were partly within that period and partly before July 1 or after December 31, would have so-called "split voyages". These would occur regardless of the length of the period chosen—three months, six months, twelve months, etc.

The ABRAHAM GRAETZ, on page 1 of Exhibit WSH 1, illustrates the manner in which split voyages were handled [fol. 3911] in determining the number of general cargo vessels that called at New York but not at Baltimore, or vice versa, during the period from July 1 to December 31, 1955. Inasmuch as the ABRAHAM GRAETZ entered and cleared Baltimore on June 27, it obviously did not call at that port during the six-month study period. On the other hand, the vessel came in at New York on July 7 and went out on July 8, so that the visit there fell within the specified calendar period. In tabulating the data, the call at Baltimore was disregarded while the one at New York was treated as a ship that called at New York but not at Baltimore. The BOW SANTOS, on page 2 of Exhibit WSH 1, represents an example where a general cargo ship entered

and cleared New York in June but visited Baltimore in July. This ship was listed as calling at Baltimore but not at New York during the July-December period of 1955.

Due to the fact that New York has a great many multiple vessel entrances and clearances, it is only natural that more ships with split voyages would be included in the tabulations for New York than in those for Baltimore. The AMERICAN FLYER, on page 1 of Exhibit WSH 1, is a typical example of this situation. On its inbound trip, the vessel initially entered New York on June 20 and made an intermediate clearance on June 22. It arrived in Baltimore on June 23 and departed from there on that same day. It again entered New York on June 30 and cleared there for London on July 1. That ship, therefore, represented a vessel which called at New York but not at Baltimore during the months from July to December, 1955.

It sometimes happened that a ship visited both New York [fol. 3912] and Baltimore on its domestic itinerary, but those calls had to be disregarded on account of the split-voyage factor. The BOW CANADA, on page 2 of Exhibit WSH 1, for example, entered and cleared both New York and Baltimore during the month of June, but made a final clearance from Hampton Roads on July 1.

It should be borne in mind that this study was based upon vessel activity within a definite period and not upon a straight listing of the different ports visited on particular voyages without regard to when they occurred.

Ships Loading and Discharging General Cargo

The ships that loaded and discharged general cargo at New York but not at Baltimore and those that loaded and discharged general cargo at Baltimore but not at New York during the July-December period of 1955, are readily discernable from the data presented in Exhibit WSH 1. In a few instances ships that both loaded and unloaded general cargo at New York also visited Baltimore without loading or discharging general cargo. These were tabulated as ships loading and unloading general cargo at New York but not at Baltimore.

The number of direct general cargo arrivals and departures given for New York and Baltimore on page 4 of this statement differ from the total number of direct inbound and outbound general cargo ships listed for those ports in Exhibit WSH 2. This is due to the fact that in the latter exhibit a direct arrival or departure of a general cargo ship was counted even though no general cargo was actually loaded or unloaded, as the case may be, at New York or Baltimore.

[fol. 3913] The BYKLEFJELL, on page 8 of Exhibit WSH 1, for example, was on a general cargo voyage when it entered New York on July 5. Despite the fact that it did not unload general cargo at that port, it was credited in Exhibit WSH 2 with a direct entrance form Tampico. Similarly, the MATARAM, on page 12 of Exhibit WSH 1, was treated as a direct departure from New York to Beirut.

New York's Advantage Over Baltimore and Baltimore's Advantage Over New York With Respect to Arrival and Departure Dates of General Cargo Vessels Calling at Both Ports.

The superiority in the quality of New York's general cargo steamship service in foreign trade in relation to that provided at Baltimore is further highlighted by the data shown in the following Tables A and B for those vessels listed in Exhibit WSH 1 which called at both New York and Baltimore on general cargo voyages:

TABLE A

FREQUENCY TABLE COMPARING NEW YORK'S ADVANTAGE OVER BALTIMORE AND BALTIMORE'S ADVANTAGE OVER NEW YORK AS SHOWN IN EXHIBIT WSH 1 WITH RESPECT TO ARRIVAL DATES OF GENERAL CARGO VESSELS IN FOREIGN TRADE CALLING AT BOTH PORTS

No. of Days' Advantage	No. Ships Arriving at New York Before Calling at Baltimore	No. of Ships Arriving at Baltimore Before Calling at New York
1	5	12
2	64	77
3	95	51
4	105	25
5	109	20
6	96	15
7	111	13
8	75	9
9	53	2
10	45	4
Over 10	124	18
Grand Totals	882	246

[fol. 3914]

TABLE B

FREQUENCY TABLE COMPARING NEW YORK'S ADVANTAGE OVER BALTIMORE AND BALTIMORE'S ADVANTAGE OVER NEW YORK AS SHOWN IN EXHIBIT WSH 1 WITH RESPECT TO DEPARTURE DATES OF GENERAL CARGO VESSELS IN FOREIGN TRADE CALLING AT BOTH PORTS

No. of Days' Advantage	No. of Ships Departing From New York After Calling at Baltimore	No. of Ships Departing from Baltimore After Calling at New York
1	10	20
2	54	38
3	105	35
4	149	30
5	71	13
6	126	8
7	126	15
8	110	4
9	81	5
10	49	4
Over 10	158	27
Grand Totals	1,039	199

Exhibit WSH 1 gives the complete domestic itinerary with regard to the ports of Boston, New York, Philadelphia, Baltimore and Hampton Roads for each vessel carrying general cargo in foreign trade which entered or cleared during the period July-December 1955. For the general cargo itineraries which included New York on the one hand, and Philadelphia, Baltimore, or Hampton Roads, on the other, New York's advantage or disadvantage, inbound and outbound in days, are shown in columns 14-19, inclusive, of

that exhibit. The data contained in Tables A and B represent a frequency summation of the figures presented in columns 16 and 17, in which New York and Baltimore are compared.

Table A reveals that New York had a total of 882 incoming general cargo ships from foreign countries with an advantage of one day or more in arrival time over Baltimore. This compared with only 246 such vessels where [fol. 3915] Baltimore had an advantage of one day or more in arrival time over New York.

The data in Table A also underscores the fact that general cargo arriving from foreign points in vessels having multi-port domestic itineraries can usually be unloaded several days earlier at New York than it can be discharged at Baltimore. The typical time-spread in favor of New York is between three and eight days, but much longer intervals frequently occur.

Even if the category of over ten days' advantage, in which New York was far ahead, should be excluded, there would still remain 758 vessels which arrived at New York from one to ten days prior to calling at Baltimore. This figure was more than three times the total of 228 ships which came into Baltimore from one to ten days before they reached New York.

In the number of ships having minimum arrival advantages of one or two days, Baltimore exceeded New York by an aggregate of 20 vessels. In each of the advantage classes of from three days to ten days, however, New York's totals were much greater than those for Baltimore. New York's margin of superiority over Baltimore is further indicated by the fact that the number of general cargo vessels with an arrival advantage of from three to ten days over Baltimore amounted to 689, compared with only 139 ships which provided Baltimore with corresponding advantages over New York.

The figures in Table B tell essentially the same story on the preponderance of late vessel departures at New York as Table A discloses with respect to early ship arrivals at that port. The principal difference between the two tables [fol. 3916] is that New York's advantage in departures is

even more pronounced than its very favorable showing on arrivals.

New York was credited with 1,039 outgoing general cargo vessels which departed from there one day or more after they had left Baltimore. This was in sharp contrast to the small total of 199 vessels that sailed from Baltimore one day or more after they had cleared from New York.

Baltimore was ten vessels ahead of New York on the basis of a one-day sailing advantage, but New York had a commanding lead over Baltimore for each of the intervals from three days to more than ten days. In the two-day advantage class, New York exceeded Baltimore by 16 ships, while in the group of three days' to ten days' advantage, inclusive, it surpassed the Baltimore performance by 817 vessels to 114 vessels.

It should be noted also that 73.9 per cent of the 882 inbound vessels and 89.0 per cent of the 1,039 outbound vessels for which New York had advantage over Baltimore, were direct arrivals and departures, respectively, to and from New York.

This contrasted with the fact that 63.4 per cent of only 246 inbound ships and 64.3 per cent of a mere 199 outbound ships for which Baltimore had an advantage over New York, were direct arrivals and departures, respectively, to and from Baltimore.

New York's supremacy in general cargo services and its great predominance in direct sailings over the major trade routes of the world places it in a powerful competitive position for attracting large tonnages of foreign freight moving to and from the interior part of the United States, regardless of the differences in export and import rates [fol. 3917] to that territory, as compared with those in effect at Philadelphia, Baltimore, and Hampton Roads.

New York's preeminence among the North Atlantic ports in direct general cargo service to and from various parts of the world is brought out in Exhibit WSH 2 and in the testimony included elsewhere in this statement.

ANALYSIS OF GENERAL CARGO VESSEL SERVICE IN FOREIGN TRADE AT NEW YORK AND BALTIMORE

Exhibit WSH 2, which is based upon data contained in Exhibit WSH 1 was prepared under my personal direction and supervision. It shows the number of direct and indirect arrivals and departures, by foreign trade areas, countries, and ports, of general cargo vessels in foreign trade at Major North Atlantic ports for the six-month period from July 1 through December 31, 1955. A detailed explanation of the manner in which those statistics were compiled is given on pages 1-4 of the exhibit.

The figures given in Exhibit WSH 2 show that Baltimore's general cargo service in world trade is greatly inferior to that available at New York.

During the six-months from July 1 to December 31, 1955, New York had an aggregate of 3,267 direct general cargo entrances and clearances in foreign trade. This total was over eight times the 391 direct inbound and outbound general cargo sailings listed for Baltimore.

In direct general cargo entries alone, New York was credited with 1,475 vessels from 200 different last foreign ports of call, as compared with 229 entrances at Baltimore [fol. 3918] from only 89 such foreign ports. This disparity in direct service between New York and Baltimore is even more pronounced in regard to outbound vessel movements. New York's 1,792 direct general cargo departures to 180 different first foreign ports of call was in sharp contrast to Baltimore's meager showing of 162 ships sailing to but 53 such foreign ports.

While the first and last foreign ports of call do not provide a positive identification as to the individual foreign ports that might be served on various general cargo voyages, they do indicate the range of ports that would customarily be visited in a given trade area. The character of general cargo vessel itineraries in foreign trade can be readily determined from such publications as the New York Journal of Commerce and the Shipping Digest, as well as from the sailing lists compiled for individual domestic ports. Advertised foreign ports of call for specific vessels are contained in Witness Halloran's Exhibits 210 and 213, which are based upon information appearing in the May

3, 1956 and the October 3, 1956 issues, respectively, of the New York Journal of Commerce.

A grouping of the first and last foreign ports of call according to foreign trade areas or essential trade routes furnishes a good index to the regional concentration of those ports. One foreign port will be first port of call for one ship and another port in that same region will be visited first by another. The same thing occurs in regard to the last foreign port served on return trips to the United States. Many examples of this are apparent in the detailed breakdown, by ports, in Exhibit WSH 2. Table C on page [fol. 3919] 14 presents a general correlation of foreign trade areas with the essential foreign trade routes serving the North Atlantic ports.

The marked extent of New York's superiority over Baltimore both in the number of general cargo entrances and clearances and in the number of direct entrances and clearances, by individual foreign trade areas, can be readily visualized from the summary data and percentage comparisons presented in Table D and E on pages 15 and 16.

The statistics in Table D leave no doubt as to New York's widespread advantage over Baltimore in the matter of direct cargo entrances from foreign ports. The 1,475 direct arrivals at New York were 27.7 per cent larger than Baltimore's total entrances of 1,155 vessels. New York's 407 direct entries from the Caribbean Region alone exceed by 77.7 per cent Baltimore's 229 direct entrances from all foreign ports. Of the 2,299 vessels entering New York during the last six months of 1955, 64.2 per cent represented direct sailings to that port. The corresponding ratio for Baltimore's 1,155 inbound ships amounted to only 19.8 per cent.

Except for the West Coast of Canada, where both ports had 2 direct entrances, New York's direct arrivals from each foreign trade area were more numerous than those for Baltimore. New York's ratio between direct entrances and total entrances was higher than Baltimore's for every foreign trade area except the West Coast of Canada and Pacific Central America. New York's direct-entry ratio for the Caribbean Region was 61.7; for Belgium, Netherlands, and North Sea Germany, it was 79.6 per cent; and for Portugal and Mediterranean Region, it was 73.4 per cent. Baltimore's ratio for

(Text continued on p. 2819)

[fol. 3920]

TABLE C

GENERAL CORRELATION OF FOREIGN TRADE AREAS WITH THE ESSENTIAL FOREIGN TRADE ROUTES SERVING THE NORTH ATLANTIC PORTS.

Foreign Trade Area	Essential Trade Routes Serving Foreign Trade Areas
Canada, East Coast	none
Canada, West Coast	none
Mexico, East Coast	No. 3
Mexico, West Coast	none
Caribbean Region	No. 4
Pacific Central America	none
South America, East Coast	No. 1
South America, West Coast	No. 2
United Kingdom and Erie	No. 5
Scandinavia and Baltic Sea	No. 6
Belgium, Netherlands, and North Sea Germany	Nos. 7 and 8
Atlantic France and Northern Spain	No. 9
Portugal and Mediterranean Region	No. 10
Africa, West Coast	No. 14
Africa, South and East Coasts	No. 15A
Australian Region	No. 16
Indonesia-Malaya	No. 17
Southwest Asia	No. 18
Far East	No. 12

Source: Based upon "Essential United States Foreign Trade Routes", Maritime Administration, U. S. Department of Commerce.

TABLE D

TOTAL ENTRANCES AND DIRECT ENTRANCES OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT NEW YORK AND BALTIMORE, BY FOREIGN TRADE AREAS, JULY 1 - DECEMBER 31, 1955.

Foreign Trade Area	Total Entrances		Direct Entrances		Per Cent Direct Entrances	
	N. Y.	Balto.	N. Y.	Balto.	N. Y.	Balto.
ALL AREAS	2,299	1,155	1,475	229	64.2	19.8
Canada, East Coast	88	24	65	6	73.9	25.0
Canada, West Coast	13	9	2	2	15.4	22.2
Mexico, East Coast	48	17	16	-	33.3	-
Mexico, West Coast	-	2	-	-	-	-
Caribbean Region	660	265	407	115	61.7	43.4
Pacific Central America	65	9	41	7	63.1	77.8
South America, East Coast	127	86	83	9	65.4	10.5
South America, West Coast	125	60	74	22	59.2	36.7
United Kingdom and Eire	142	73	114	6	80.3	8.2
Scandinavia and Baltic Sea	143	65	95	9	66.4	13.8
Belgium, Netherlands, and North Sea Germany	225	157	179	13	79.6	8.3
Atlantic France and Northern Spain	119	43	108	2	90.8	4.7
Portugal and Mediterranean Region	252	128	185	12	73.4	9.4
Africa, West Coast	43	33	22	10	51.2	30.3
Africa, South and East Coasts	53	48	16	4	30.2	8.3
Australian Region	15	4	2	-	13.3	-
Indonesia-Malaya	20	14	3	1	15.0	7.1
Southwest Asia	101	78	42	3	41.6	3.8
Far East	60	40	21	8	35.0	20.0

3921

Source: Based upon Exhibit WSH 2.

TABLE E

TOTAL CLEARANCES AND DIRECT CLEARANCES OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT NEW YORK AND BALTIMORE, BY FOREIGN TRADE AREAS, JULY 1 - DECEMBER 31, 1955.

Foreign Trade Area	Total Clearances		Direct Clearances		Per Cent Direct Clearances	
	N. Y.	Balto.	N. Y.	Balto.	N. Y.	Balto.
ALL AREAS	2,385	1,233	1,792	162	75.1	13.1
Canada, East Coast	74	19	34	5	45.9	26.3
Canada, West Coast	5	1	1	-	20.0	-
Mexico, East Coast	36	10	21	7	58.3	70.0
Mexico, West Coast	3	3	2	-	66.7	-
Caribbean Region	771	295	627	73	81.3	24.7
Pacific Central America	16	4	12	1	75.0	25.0
South America, East Coast	136	112	80	11	58.8	9.8
South America, West Coast	97	47	81	13	83.5	27.7
United Kingdom and Eire	145	100	103	20	71.0	20.0
Scandinavia and Baltic Sea	149	86	116	6	77.9	7.0
Belgium, Netherlands and North Sea Germany	273	173	229	12	83.9	6.9
Atlantic France and Northern Spain	106	30	105	-	99.1	-
Portugal and Mediterranean Region	274	144	241	5	88.0	3.5
Africa, West Coast	45	28	24	6	53.3	21.4
Africa, South and East Coasts	48	46	19	-	39.6	-
Australian Region	22	11	2	-	9.1	-
Indonesia-Malaya	25	13	19	-	76.0	-
Southwest Asia	66	50	62	1	93.9	2.0
Far East	94	61	14	2	14.9	3.3

392v

Source: Based upon Exhibit WSH 2.

[fol. 3923] those same areas of heavy concentration in shipping were 43.4 per cent, 8.3 per cent, and 9.4 per cent, respectively.

An examination of Table E reveals that Baltimore made an even poorer showing against New York on the basis of direct clearances than it did on direct entrances. The 1,792 direct clearances at New York surpassed the number of its direct entrances by 317 vessels, whereas Baltimore's 162 direct departures was 67 vessels below the number of its direct entries. New York's direct clearances embraced 75.1 per cent of its total clearances of 2,385 ships. On the other hand, Baltimore's direct outbound sailings constituted but 13.1 per cent of its aggregate clearances of 1,233 ships.

New York's direct clearances also outnumbered those for Baltimore to each of the 19 foreign trade areas listed in Table E. Baltimore had no direct departures to six of those areas, while New York had direct service to all of them, although its sailings to three of the areas was very light. New York's direct departures to 12 of the foreign trade areas in question exceeded Baltimore's total clearances to those regions.

The ratio between direct clearances and total clearances for New York was higher than Baltimore's to each of the foreign trade areas except the East Coast of Mexico. Service to a few of those areas was rather light for both ports, but among the more densely traveled shipping lanes New York's direct sailings comprised 81.3 per cent of its total general cargo departures to the Caribbean Region; 83.9 per cent to Belgium, Netherlands, and North Sea Germany; and 88.0 per cent to Portugal and Mediterranean Region. The corresponding ratios for Baltimore were 24.7 per cent, 6.9 per cent, and 3.5 per cent.

[fol. 3924]

ECONOMIC IMPORTANCE OF THE PORT OF BALTIMORE TO THE COMMUNITY

Inasmuch as the port of Baltimore constitutes the community's No. 1 economic asset, the status of waterborne shipping and related activities has a direct bearing on the welfare of a great many local business firms and their thousands of employees. Virtually every resident of Balti-

more and vicinity is affected in one way or another by the functioning of the port. Since metropolitan Baltimore accounts for a large share of the State's total business volume, Maryland likewise has an important stake in the progress of its only foreign trade seaport.

Although the operation of a port is often considered as a separate division in the economic structure of a community, it actually involves the participation of many different kinds of businesses. Some of them are completely dependent upon waterborne shipping, while others are only partially so. Port-linked industries provide an important stimulus for other lines, but such indirect influences are not always readily discernable.

The measurement of the economic value of a large port to the local community is a complicated undertaking. In the first place, there are no standard statistical tables from which a recapitulation of employment, payrolls, or general expenditures by port-linked businesses can be readily obtained. Moreover, it is difficult to segregate the port-related activities of a business firm or industry from those operations which have no conspicuous connection with waterborne trade.

Detailed surveys to determine the dollar value of the port activity to the local economy have been made in recent [fol. 3925] years for different port areas, including New York, Philadelphia, Hampton Roads, and Houston. The results have varied considerably, depending probably upon local conditions as well as upon differences in the methods and procedures employed. They all show, however, that the income generated by port operations is a very important factor in supporting other lines of business.

Such surveys have usually been based upon one or the other of two different approaches. One procedure involves the determination of the average per-ton revenue produced by various kinds of cargo. These averages are then applied to the actual volume of such cargo handled during a given year. The composition of the per-ton values include vessel expenditures, port terminal income, outlays for auxiliary services and other related items. The overall annual value is sometimes divided by the number of vessel entries at a

port in order to show the average amount of revenue accruing from each ship.

A per-ton type of survey was published by the Delaware River Port Authority for the Philadelphia port region for 1950. Revised figures were subsequently released for the year 1954. In those studies, separate per-ton values are shown for general cargo, crude oil, tanker cargo (other than crude oil), coal, grain, ore, raw sugar, and local river traffic. The Baltimore Association of Commerce prepared a somewhat similar summary statement on the port of Baltimore for 1953, in which some of the 1950 Philadelphia per-ton averages were employed.

A second method for ascertaining the economic value of a port to the community involves the compilation of em- [fol. 3926] ployment and payroll statistics for those industries, or segments of industries, which are directly dependent upon the port. Such local data, by industries, are available in published and unpublished tabulations from Federal and State agencies having to do with old age and survivors insurance and unemployment compensation. The official figures for entire port-dependent industries have to be supplemented with estimates for those lines of business for which there are no breakdowns to separate the port-dependent activities of an industry or individual firms from those that are not directly port-linked. Witness Gilman's Exhibit C represents such a study of port jobs and payrolls at the port of New York.

The two survey methods referred to above do not produce the same type of answer. The former procedure relates primarily to a consideration of vessel disbursements and the outlays involved in handling cargo. Those expenditures include wages and salaries as well as other items of business expense. The second method is essentially a study of employment and payrolls. It goes beyond the narrower concept of vessel and cargo, and embraces the entire operations of manufacturing concerns which are essentially port-dependent. I have employed both procedures in developing certain information contained in this testimony on the economic value of the port of Baltimore to the community.

Direct Port-Dependent Employment and Payrolls at Baltimore

The statistics presented in Table F on page 21 disclose that Baltimore's direct port-dependent employment during 1956 averaged over 79,700 workers per month, while the aggregate payments for wages and salaries by port-dependent industries amounted to more than $390,000,000.

(Text continued on p. 2824)

TABLE F

DIRECT PORT-DEPENDENT EMPLOYMENT AND PAYROLLS AT BALTIMORE, CLASSIFIED BY MAJOR ACTIVITY - 1956.

Industry	Avg. Monthly Employment	Annual Payroll
All Industries:	79,710	$390,535,200
*Water Transportation:	2,390	$9,585,900
Ocean-borne foreign trade --	1,300	4,522,700
Coastwise and intercoastal trade --	50	259,900
Trade on rivers, bays, and other inland waters --	420	1,367,700
Local water transportation, including lighterage, piloting vessels, and tugboat operation --	620	3,435,600
*Auxiliary Marine Transportation:	8,990	$32,184,700
Cargo checking, dock operation, stevedoring, operation of waterfront terminals, except railroad employees --	5,300	16,412,700
#Auxiliary services performed by government agencies --	1,400	6,087,700
Freight forwarders and customs brokers, including packing and crating --	290	1,214,400
Shipping, steamship, and travel agencies --	420	1,455,200
Marine supplies --	500	2,431,700
Ship ceiling --	300	1,018,700
Ship chandlers --	340	1,610,000
Ship cleaning and ship maintenance	440	1,954,800
Land Transportation:	3,350	$16,595,500
Railroad employees involved in the movement of waterborne cargo --	3,000@	15,066,000@
Trucking employees engaged in the transportation of freight originating at or destined for outbound movement from Baltimore piers --	350¢	1,529,500¢
Tidewater Mfg. Industries:	64,980	$332,169,100
*Blast furnaces, steel works, and rolling mills --	29,400	155,413,800
*Fertilizer --	2,820	12,963,700
*Industrial inorganic chemicals	1,860	9,144,600
*Shipbuilding and repairing	11,250	59,096,400
a*Petroleum refining, primary smelting of nonferrous metals, and sugar refining --	3,950	20,755,800
Individual manufacturing concerns (32)	15,700/	74,794,800/

(See explanatory notes on next page)

3927

[fol. 3928] These figures are believed to be on the conservative side, since they do not include comparable information for various firms which are directly dependent on the port for only a part of their operations. Among these are dredging companies, general contractors, warehouses other than railroad-controlled storage facilities, financial institutions, insurance offices, concerns engaged in exporting and importing, and employees of foreign departments of manufacturing concerns. Industries that consume imported raw materials and export finished products, but which are not located at or near tidewater also have been omitted from Table F.

The impact of a $390,000,000 payroll on the economy of Baltimore is a very important factor in the maintenance of many other local business activities. On page 18 of Witness Gilman's Exhibit C, it is pointed out that "Tools of statistical analysis used by the Federal Government to measure the total national economy have been applied to the income of the (New York's) 430,000 port workers. According to these measures, every dollar of income earned by these workers generates or creates two dollars of additional income within the area." Using the same criterion employed by New York, Baltimore's port payroll of some $390,000,000 would result in a port generated income on the order of $1,170,000,000.

The development of the port of Baltimore has been an important factor in the growth of the community's manufacturing industry. Many concerns which require waterside factory sites operate extensive facilities along the Baltimore waterfront, making it one of the leading industrial harbors in the country.

[fol. 3929] The concerns included under the heading of "Tidewater Manufacturing Industries" have located all or part of their local operations on or near the waterfront and are more or less closely dependent upon water transportation or upon imported raw materials. In 1956, these port-linked enterprises employed an average of about 65,000 persons, who were paid a total of $332,169,100 in wages and salaries. This was equivalent to more than a third (34.2%) of the industrial payroll for metropolitan Balti-

more, and well over a quarter (27.4%) of that for the entire State.

Explanatory Notes for Table F

The statistics in this table refer to the Baltimore Standard Metropolitan Area, which includes Baltimore City and Baltimore and Anne Arundel Counties.

* The employment and payroll figures for the industries under Water Transportation, Auxiliary Marine Transportation (except government employment) and for the starred items under Tidewater Manufacturing Industries, either were received directly from the Maryland Department of Employment Security, or were extracted from records provided by it.

a Combined in order to avoid disclosing data for individual companies.

Employment statistics furnished by the City, State, and Federal agencies involved. Payroll data received directly from City and State departments, but Federal payroll was estimated on basis of $4,294 per worker.

@ Employment based upon information furnished by the Baltimore port railroads. Payroll was estimated on basis of $5,022 per worker.

¢ Employment estimated on basis of the average daily number of cargo trucks visiting the Baltimore piers. Payroll was estimated on the basis of $4,370 per worker.

† Comprises individual plants in various industries, the great majority of which occupy waterfront sites. While a few of the plants are near but not on the tidewater, they use considerable quantities of imported materials. Payroll was estimated on the basis of $4,764 per worker.

The above-mentioned annual earnings per worker represent 1956 Baltimore area averages for those industries.

[fol. 3930]

Direct Port Revenue From Servicing Ships And Handling Cargo at Baltimore

The direct revenue arising from the servicing of ships and the handling of cargo at the port of Baltimore consists of a wide variety of vessel disbursements and allied expenditures. These include such diversified items as pilotage, tugboat hire, bunker fuel, stores and provisions, fresh water, watchmen, dunnage, laundry, launch service, stevedoring, ship repairing, customhouse fees, insurance, medical services, steamship agency charges, equipment rental, crew expenditures, terminal operation, packaging and

crating, warehousing, financing, railroad and truck charges applying to the local area, telephone and telegraph service, freight forwarding, advertising, traffic solicitation, and various others. Not all of the outlays mentioned would apply to every ship, of course, but many of them would.

The Delaware River Port Authority in preparing the Philadelphia study referred to on page 19, took such factors into account in arriving at per-ton revenue approximations for different classes of cargo. The ones adopted for its 1954 compilation were: General cargo $12.46, tanker cargo (other than crude oil) $2.89, coal $1.99, grain $4.66, ores $2.32, local river traffic $0.82, crude oil $11.37, raw sugar $32.78. The last two figures are relatively high because of the inclusion of the value added by refining.

In view of the fact that general port conditions at Philadelphia resemble those at Baltimore in many respects, the above per-ton averages, with certain modifications, are being applied to a similar traffic breakdown for Baltimore in order to obtain an approximation of the direct income [fol. 3931] contributed by its port activities during 1955. This was the latest year for which detailed statistics on Baltimore were available at the time the study was undertaken.

The 1950 report of the Delaware River Port Authority showed that the value added by the refining of crude oil and raw sugar in the Philadelphia area was 82.5 per cent and 83.8 per cent, respectively, of the total per-ton averages listed for those commodities. Assuming that no change had occurred in those ratios between 1950 and 1954, then in the latter year crude oil, less the value added by refining, would have had an average port revenue of $1.99 a ton, while that for raw sugar would have been $5.31. These two average values were used in making 1955 computations for those commodities at Baltimore.

In summarizing Baltimore's port tonnage for 1955, I have added two cargo classifications to the ones presented in the Philadelphia report. These are "Miscellaneous bulk liquids" and "Miscellaneous bulk cargo." These additional groupings also were included in the 1953 Baltimore statement mentioned on page 19. Miscellaneous bulk liquids in 1955 consisted mainly of gasoline and fuel oils, and miscellaneous

bulk cargo was comprised chiefly of gypsum rock, sulphur, fertilizer materials, and industrial chemicals. I have assigned a revenue value of $1.99 a ton for miscellaneous bulk liquids, which is identical with the figure I am using for crude oil. Miscellaneous bulk cargo has been given a per-ton value of $2.32, the same as that for ores.

A breakdown of the estimated direct port revenue derived from Baltimore's waterborne trade during 1955 is [fol. 3932] contained in Table G presented below. The estimate of $150,438,100 is believed to be a conservative figure. This is due partly to the fact that operating costs in the shipping and allied trades undoubtedly increased somewhat between 1954 and 1955, and partly because the refining values for crude oil and raw sugar have been omitted.

TABLE G

ESTIMATED DIRECT PORT REVENUE DERIVED FROM BALTIMORE'S WATERBORNE TRADE—1955.

Cargo Class	Net Tons	Avg. Revenue Per Ton	Total Est. Revenue
ALL COMMODITIES	45,823,878	—	$150,438,100
General cargo, excluding raw sugar	4,557,361	$12.46	56,784,700
Crude oil	3,014,767	1.99	5,999,400
Tanker cargo, other than crude oil	7,972,278	2.89	23,039,900
Misl. bulk liquids	486,246	1.99	967,600
Coal	3,719,893	1.99	7,402,600
Grain	2,539,913	4.66	11,836,000
Ores	13,118,736	2.32	30,435,500
Raw sugar	529,178	5.31	2,810,000
Misl. bulk cargo	2,037,518	2.32	4,727,000
Local harbor traffic	7,847,988	0.82	6,435,400

Source: Basic data on port tonnage was obtained from "Waterborne Commerce of the United States: Calendar Year 1955," Corps of Engineers, Department of the Army.

According the to the Baltimore Maritime Exchange, which conducts a reporting service on the arrival and departure of vessels, a total of 5,369 deep-draft ships entered Baltimore harbor during 1955. Based upon a total port revenue [fol. 3933] of $150,438,100 the average revenue per incoming vessel in that year amounted to a little over $28,000.

Since the handling of general cargo requires the use of more port services and operating personnel than bulk cargoes, it produces a much greater revenue per ton than any other class of waterborne traffic. This is clearly borne out by the figures given in Table G. General cargo, for example, accounted for only 9.9 per cent of Baltimore's total 1955 port commerce of 45,823,878 net tons, but contributed 37.7 per cent of that year's aggregate port revenue of $150,438,100. Moreover, a ton of general cargo generates over two and a half times as much port revenue as a ton of grain, over five times as much as a ton of ore, and over six times as much as a ton of coal or crude oil.

With about 90 per cent of its waterborne tonnage consisting of bulk commodities, general cargo is considerably more important at Baltimore than at ports having a better balanced relationship between general and bulk cargoes. The availability of incoming and outgoing general cargo traffic is the only way in which a port can maintain and improve its services by liner type vessels. Importers and exporters of general cargo merchandise demand prompt service on most of their shipments, and the ports with the best service usually get the lion's share of that business.

Special Significance of General Cargo Moving To and From Baltimore on Differential Rates

The importance of general cargo to the port of Baltimore was mentioned earlier in this statement. The local significance of this class of traffic is further emphasized by a comparison of the port's total general cargo tonnage and [fol. 3934] the volume of export and import merchandise freight moving between Baltimore and differential territory.

The aggregate shipments and receipts of domestic and foreign general cargo at the port of Baltimore in 1955 came

to 4,557,361 net tons. The combined tonnage in that year of export and import general cargo handled by rail between Baltimore and differential territory amounted to 1,105,335 net tons, according to statistics in Witness Mollman's Exhibit MM2. This rail traffic was equivalent to 24.3 per cent of the port's composite general cargo tonnage in 1955.

Since the Baltimore area accounts for about 74.5 per cent of Maryland's total industrial employment and for 81.9 per cent of its value added by manufacture (1954 U. S. Census), it seems apparent that its immediate Maryland hinterland could not generate very much foreign general cargo traffic. In fact, there are no large industrial centers between Baltimore and points on the Ohio River. Except for the foreign traffic created locally, Baltimore's export and imports of general merchandise are dependent to a large extent upon the flow of such business to and from differential territory.

Even under the present rate structure, Baltimore has had a difficult time in building up its exports and imports of general cargo. So, if New York, with its already outstanding shipping advantages, should obtain an equalization of rates with Baltimore to and from differential territory, then Baltimore's share of the general cargo trade moving between the Middle West and overseas points would in all probability be greatly diminished. With smaller cargoes [fol. 3935] to offer, Baltimore's present inferior steamship services would obviously be curtailed, thus making the port less and less attractive to shippers and receivers.

If much of its existing general cargo foreign trade originating in or destined to the Middle West should be jeopardized through the loss of its rate differentials, and if the St. Lawrence Seaway diverts a substantial part of its bulk cargo business with that territory (which seems likely) then the economy of Baltimore would suffer a crippling blow.

A decline in shipping not only would reduce port revenues and create unemployment in many port-dependent and port-linked industries, but also would discourage further investments in new pier facilities and equipment.

[fol. 3936]

VERIFICATION

W. S. Hamill, being duly sworn, deposes and says: That he is the person who made the foregoing statement; that he has read the same and that the statements contained therein are true and correct to the best of his knowledge, information and belief.

(s) W. S. HAMILL
W. S. Hamill

Subscribed in my presence, and sworn to before me, by the affiant above named, this 16th day of October, 1957.

(s) THOMAS F. FOX
Thomas F. Fox

Notary Public, State of Maryland
My Commission expires May 4, 1959

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DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO

VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS - JULY 1 - DECEMBER 31, 1955.

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DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS, JULY 1 - DECEMBER 31, 1955.

Explanatory Comments

The compilation set forth in Exhibit WSH 2 is based upon data presented in Exhibit WSH 1, entitled "Service Provided at the Ports of Boston, New York, Philadelphia, Baltimore, and Hampton Roads by Vessels Carrying General Cargo in Foreign Trade Which Entered or Cleared During the Period July - December, 1955."

Exhibit WSH 2 shows for that six-month period the number of direct and indirect arrivals of general cargo vessels by last foreign ports of call at Boston, New York, Philadelphia, Baltimore, and Hampton Roads, and the number of direct and indirect departures of general cargo vessels from those ports to the first foreign ports of call.

The statistics are arranged by foreign trade areas, countries, and individual ports. The foreign trade areas, with a few exceptions, correspond generally with certain essential trade routes established by the U. S. Maritime Administration. These include Routes Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 14, 15A, 16, 17, and 18. The location of these routes is indicated by the map identified as Exhibit WSH 3.

The information contained in Exhibit WSH 1 gives the complete domestic itinerary for each vessel with respect to the Major North Atlantic ports as defined therein. However, the entrance and clearance dates for some of the ships lie outside the calendar period of July 1 to December 31, inclusive. Therefore, for the purposes of this exhibit on the number of direct and indirect vessel arrivals and departures, all general cargo entrances prior to July 1 and all general cargo clearances after December 31, have been disregarded. The following discussion will explain how certain other entrances and departures were handled in compiling the figures contained in this exhibit.

Treatment of Multiple Entrances and Clearances

In some instances, such as the ABBEDYK, on page 1 of Exhibit WSH 1, a ship entered one of the Major North Atlantic ports before July 1 and then

EXHIBIT No._____

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returned to the same port after that date, occasionally more than once, prior to sailing for a foreign destination. Multiple entrances of this kind have been treated as a single entrance, with the first date of arrival determing whether a ship entered in the calendar period from July 1 to December 31. Since the ABBEDYK first arrived at New York on June 29, it was not counted as a direct sailing from Antwerp, irrespective of the fact that it reentered New York on July 13 to take on general cargo for a return trip to Antwerp.

A similar procedure was followed in regard to those ships departing from a port more than once before sailing for a foreign destination. As such multiple clearances are considered herein as a single departure, the final date of clearance was used to determine whether a ship sailed for a foreign port within the six-month period in question. For example, the vessel EXCHANGE, page 107 of Exhibit WSH 1, cleared from New York on December 20, called at Philadelphia, Baltimore, and Hampton Roads, and then returned to New York to load general cargo before sailing on January 5 for Bombay. Because the final date of departure from New York fell outside the period under study, the EXCHANGE was not listed in the accompanying tabulation as a direct sailing from New York to Bombay.

In all cases where so-called multiple sailings or multiple arrivals occurred within the six calendar months included in the study, they were tabulated as a single entrance or clearance, as the case may be.

Direct and Indirect Sailings

The distinction between direct and indirect arrivals and sailings was made primarily in accordance with two reference marks used in Exhibit WSH 1. The symbol * preceding the date of arrival at a particular port (example: *6/29x) indicates that it was the first United States port visited after leaving the last foreign port of call. The port with the asterisk has been credited with a direct inbound movement, while the other North Atlantic ports on the itinerary for that voyage have been credited with indirect entries. The # sign appearing before a date of departure (example: #7/13x) at a given port indicates that it was the last domestic port of call before the vessel sailed for

[fol. 3939]

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its first foreign port of destination.

There are two basic exceptions to the above-mentioned general rules for distinguishing between direct and indirect sailings and arrivals. The first involves the ship's itinerary before its first arrival at one of the Major North Atlantic ports, or its itinerary after its last departure from such a port. For instance, the ship BROOKLYN HEIGHTS, page 2 of Exhibit WSH 1, entered Hampton Roads as its first port of call among the Major North Atlantic ports (example: #6/24hx). The letter "h" in the entry symbols for that port indicates that the vessel had previously called at eight other domestic ports between the time it sailed from Yokohama and its arrival at Hampton Roads. The service at the latter port on that particular voyage was therefore shown as an indirect entrance. The same thing applies in the case of an outbound movement, such as the ANNA MAERSK on page 1 of Exhibit WSH 1. The letter "a" of the item (#7/30xa) in the cleared column for Hampton Roads means that while it was the last Major North Atlantic port of call, the vessel stopped at one other domestic port before proceeding to Cristobal.

Any entrance date prefixed with an asterisk and suffixed with the letter a, b, c, d, e, f, g, h, i, j, k, or l, was counted as an indirect arrival for the port in question. Similarly, any clearance date prefixed with the # sign and suffixed with one of the aforementioned letters was listed as an indirect departure. The position of the letter a, b, c, etc., before or after the symbol x has no special significance. Only one of the five Major North Atlantic ports could have a direct entrance on a given voyage, and only one could have a direct clearance.

The second basic exception to the general rule that was followed in distinguishing between direct and indirect arrivals and departures relates to those incoming voyages on which no general cargo was unloaded and to those outgoing voyages on which no general cargo was loaded at any of the Major North Atlantic ports.

If none of the entry dates for a vessel is suffixed with the letter "x" (meaning that no general cargo was discharged), then it was not considered

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[fol. 3940]

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as an incoming general cargo voyage. The ship may have carried bulk cargo, [fol. 3941] have been in ballast, or for some other reason did not unload general cargo at any of the Major North Atlantic ports. As an example, the incoming voyage of the AMERICAN FORWARDER, page 1 of Exhibit WSH 1, was disregarded for the purposes of this exhibit because no general cargo was unloaded at Boston, New York, Philadelphia, Baltimore or Hampton Roads. In like manner, if no x's appear after the clearance dates for a vessel departing from any of the Major North Atlantic ports, then it was not deemed to have been an outgoing general cargo voyage.

To summarize the above comments on the second basic exception, any incoming or outgoing voyage on which no general cargo was unloaded or loaded, respectively, was not included in the accompanying tabulation, even though the vessel may have made a direct entry to or direct departure from a Major North Atlantic port and indirect calls to one or more of the others.

Unknown Ports of Origin and Destination

Whenever the last foreign port of call was indicated by a question mark ?, the incoming voyage was not counted in Exhibit WSH 2 for the Major North Atlantic ports visited by such vessel. If the question mark appeared in place of the first foreign port of call, then the outgoing voyage was not counted for those ports.

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DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955.

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
ALL FOREIGN TRADE AREAS	264	94	296	428	1475	1792	824	593	209	79	864	1011	229	162	926	1071	95	170	743	771
CANADA, ATLANTIC COAST	8	24	2	1	65	34	23	40	13	9	17	18	6	5	18	14	9	8	14	4
Botwood	-	-	-	-	6	3	2	-	-	-	-	-	-	-	1	-	-	-	1	-
Charlotte Town	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Comeau Bay	-	-	-	-	11	11	1	-	-	-	1	-	1	-	1	-	-	-	-	-
Corner Brook	-	-	-	-	11	2	3	6	6	2	5	5	-	1	4	4	-	3	3	1
Dingwall	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-
Halifax	1	2	-	-	4	4	-	3	-	1	-	1	1	1	-	2	-	-	-	-
Hantsport	-	-	-	-	5	4	1	-	1	1	-	-	-	-	-	-	-	-	-	-
Little Narrows	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Liverpool	-	-	-	-	10	2	-	7	-	-	1	1	-	-	-	-	-	-	-	-
Maitland	-	-	-	-	-	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-
Montreal	3	15	1	1	5	-	6	14	1	1	4	5	2	-	3	6	2	-	5	2
Fort Alfred	-	-	-	-	1	-	1	-	-	-	-	-	1	-	1	-	-	-	-	-
Quebec	-	-	-	-	1	-	2	1	-	1	1	-	-	-	-	-	3	-	-	1
St. John	2	5	-	-	6	7	-	5	1	-	5	5	-	2	5	1	-	1	4	-
St. Johns	1	-	-	-	3	-	1	2	-	-	-	-	-	1	-	-	-	2	-	-
Saint Lawrence	-	1	-	-	-	1	2	-	2	1	-	-	-	-	1	1	-	-	-	-
Seven Islands	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-
Sheet Harbor	-	1	-	-	-	-	1	1	1	-	-	1	-	-	1	-	-	1	-	-
Summerside	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-
Walton	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Ports*	-	-	1	-	-	-	3	-	-	1	-	-	-	-	-	-	3	1	-	-
CANADA, PACIFIC COAST	-	-	3	-	2	1	11	4	2	-	4	-	2	-	7	1	-	-	4	1
Alberni	-	-	-	-	-	-	3	-	-	-	1	-	-	-	1	-	-	-	1	-
Chemainus	-	-	-	-	-	-	1	-	1	-	-	-	-	-	1	-	-	-	-	-
Fraser Mills	-	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1	-
New Westminster	-	-	-	-	-	1	1	-	-	-	-	-	1	-	-	-	-	-	1	-
Vancouver	-	-	3	-	2	-	4	4	1	-	2	-	1	-	4	1	-	-	1	1
Victoria	-	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-
MEXICO, EAST COAST	-	-	-	3	16	21	32	15	28	-	4	27	-	7	17	3	-	-	1	2
Alvaro Obregon	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Puerto Mexico	-	-	-	1	-	1	1	2	1	-	-	3	-	-	-	2	-	-	-	2
Tampico	-	-	-	-	9	3	10	3	8	-	2	2	-	3	12	-	-	-	-	-
Vera Cruz	-	-	-	2	6	17	21	10	19	-	2	22	-	4	5	1	-	-	1	-
MEXICO, WEST COAST	-	-	-	-	-	2	-	1	1	-	-	1	-	-	2	3	-	2	1	2
Guaymas	-	-	-	-	-	2	-	1	-	-	-	-	-	-	-	2	-	1	-	2
Mazatlan	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	1	-	1	-	-
Santa Rosalia	-	-	-	-	-	-	-	-	1	-	-	-	-	-	2	-	-	-	1	-
CARIBBEAN REGION	15	13	39	77	407	627	253	144	87	18	99	196	115	73	150	222	19	20	84	91
BAHAMAS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Nassau	-	-	-	-	16	20	-	1	-	-	-	1	1	1	-	-	-	-	-	-
BERMUDA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hamilton	-	-	-	-	24	29	4	1	-	-	-	-	-	1	4	8	4	-	-	8
St. George	-	-	-	-	-	3	4	-	-	1	-	1	1	-	2	2	2	-	1	2
BRITISH GUIANA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Georgetown	-	-	-	-	4	1	1	-	1	-	-	-	1	-	2	1	-	-	1	-
BRITISH HONDURAS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Belize	-	-	-	-	5	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-
CANAL ZONE, NORTH COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955. (CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
COLOMBIA, NORTH COAST	–	–	–	–	1	–	–	–	–	–	–	–	–	–	1	–	–	–	–	–
Barranquilla	–	–	1	4	16	39	17	7	2	–	6	7	9	3	7	12	1	1	2	1
Cartagena	–	2	–	2	19	19	–	5	–	1	1	9	–	2	1	8	–	–	–	2
Santa Marta	–	–	–	2	6	6	1	2	–	–	–	1	7	–	–	2	–	–	–	–
COSTA RICA, EAST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Port Limon	–	–	–	–	6	5	1	–	–	–	–	–	–	–	1	–	–	–	–	–
CUBA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Banes	3	–	–	1	–	1	3	–	–	–	–	–	–	–	1	–	–	–	–	–
Boca Grande	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Caibarien	–	–	–	–	4	–	2	–	2	–	–	–	–	–	–	–	–	–	1	–
Cardenas	1	–	–	–	5	–	1	–	2	–	–	–	1	–	3	–	–	–	–	–
Cienfuegos	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
General Peraza	–	–	–	–	1	–	1	–	1	–	1	–	2	–	–	–	–	–	–	–
Guantanamo Bay	–	–	–	–	2	–	1	2	–	–	–	–	–	–	2	1	1	1	2	1
Havana	1	9	1	19	42	103	4	37	1	4	4	31	1	51	9	20	1	1	9	4
Jucaro	–	–	–	–	–	1	–	2	–	–	–	–	1	–	–	–	–	2	–	–
Manati	1	–	–	–	5	–	1	–	–	–	1	–	–	–	1	–	–	–	–	–
Manzanillo	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	1
Mariel	–	–	–	–	–	–	1	–	–	–	1	–	–	–	2	–	–	–	1	–
Matanzas	–	–	–	–	2	–	1	–	1	–	–	–	–	–	1	–	–	–	–	–
Nicaro	–	–	–	1	–	5	1	–	1	–	–	–	–	–	1	–	–	–	–	–
Nipe Bay	2	–	–	–	4	–	4	–	–	–	–	–	1	–	–	–	–	–	–	–
Nuevitas Bay	3	–	–	–	16	6	9	–	4	–	3	2	6	–	3	2	–	–	–	–
Puerto Padre	–	–	–	1	–	1	–	–	1	–	–	–	–	–	1	–	–	–	–	–
Puerto Maravi	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Santa Cruz del Sur	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Santa Lucia	–	–	–	–	5	–	–	–	–	–	1	–	–	–	1	–	–	–	1	–
Santiago	1	2	–	3	9	33	12	–	1	–	4	3	5	–	5	3	3	–	–	–
DOMINICAN REPUBLIC	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Ciudad Trujillo	1	–	–	1	22	40	5	2	–	–	–	5	3	–	2	5	–	1	–	–
Haina	–	–	–	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	1	–
La Romana	–	–	–	–	2	–	1	–	–	–	1	–	–	–	–	–	–	–	–	–
Manzanillo Bay	–	–	–	–	8	2	–	–	–	–	–	–	4	–	1	–	–	–	–	–
Puerto Plata	–	–	–	–	10	1	–	–	–	–	–	1	–	–	2	–	–	–	–	–
Sanchez	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
FR. WEST INDIES	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Fort de France	–	–	–	–	1	–	2	–	–	–	–	–	–	–	1	–	1	1	1	–
Point a Pitre	–	–	–	–	–	–	1	–	–	–	–	–	–	–	1	–	–	–	–	–
GUATEMALA, EAST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Puerto Barrios	–	–	–	1	11	15	2	2	–	1	–	2	7	3	1	1	–	–	–	–
HAITI	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Aux Cayes	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Cape Haitien	–	–	–	–	1	–	2	–	1	–	1	–	–	–	–	–	–	–	–	–
Miragoane	–	–	–	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–	–
Port au Prince	–	–	–	–	28	45	11	2	7	2	2	11	2	–	–	9	–	–	–	1
St. Marc	–	–	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–
HONDURAS, EAST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
La Ceiba	–	–	–	–	3	17	20	1	–	–	–	–	–	–	–	–	–	–	–	–
Puerto Cortez	–	–	–	–	19	11	6	1	1	–	1	–	14	–	5	–	–	–	–	–
Tela	–	–	–	–	5	1	–	–	–	–	–	–	–	–	3	–	–	–	–	–
JAMAICA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Kingston	1	–	3	–	8	4	2	–	–	–	10	–	–	1	10	2	1	–	8	–
NETH. ANTILLES	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Aruba Island	–	–	–	–	–	–	2	1	–	–	–	–	–	–	2	1	1	–	1	–
Curacoa Island	–	–	–	–	–	2	–	5	–	–	–	3	–	–	–	6	–	1	–	3
NICARAGUA, EAST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Puerto Cabezas	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
PANAMA, EAST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Bocas del Toro	–	–	–	–	1	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955.
(CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
SURINAM																				
Paramaribo	-	-	-	-	2	1	3	1	3	-	-	2	-	2	4	2	-	-	2	1
TRINIDAD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Port of Spain	-	-	1	-	-	-	1	1	-	-	1	1	-	-	1	1	-	-	-	1
VENEZUELA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bachquero	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-
Carupano	-	-	-	-	1	-	2	-	1	-	1	-	1	-	-	-	-	-	-	-
Ciudad Bolivar	-	-	-	-	-	2	-	-	-	-	-	1	-	-	-	2	-	-	-	-
Guanta	-	-	-	-	2	3	6	-	4	-	1	1	2	-	1	2	-	-	-	-
La Guaira	-	-	-	-	15	128	53	4	18	-	3	45	18	8	3	47	-	-	1	12
Las Piedras	-	-	1	-	1	-	2	-	2	-	-	-	1	1	1	1	-	-	-	-
La Salina	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maracaibo	-	-	-	-	3	45	31	6	11	5	2	20	16	1	3	25	-	-	-	1
Puerto Cabello	-	-	-	-	2	4	4	-	-	-	1	1	3	-	-	2	1	-	-	-
Puerto de Hierro	-	-	-	-	-	-	-	-	-	-	-	-	2	-	-	-	-	-	-	-
Puerto la Cruz	-	-	-	-	1	-	-	3	-	-	-	1	-	4	-	-	-	-	-	-
Puerto Sucre	1	-	-	-	1	2	3	-	3	-	1	1	-	-	1	1	-	-	-	-
San Felix	-	-	-	-	-	-	1	-	-	-	-	-	1	-	-	1	-	-	-	-
Puerto Ordaz	-	-	-	-	-	-	13	1	14	4	-	1	2	-	6	-	-	-	-	-
WINDWARD ISLANDS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
St. Lucia Island	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	1
PACIFIC CENTRAL AMERICA	-	1	1	-	41	12	24	4	1	-	1	3	7	1	2	3	1	1	-	3
CANAL ZONE, SOUTH COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Balboa	-	1	1	-	-	1	1	1	-	-	1	1	-	-	1	1	1	-	-	2
COSTA RICA, WEST COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Golfito	-	-	-	-	11	1	1	-	-	-	-	-	1	-	-	-	-	-	-	-
Punta Quepos	-	-	-	-	2	-	9	-	-	-	-	-	-	-	-	-	-	-	-	-
Puntarenas	-	-	-	-	1	4	1	1	-	-	-	-	-	-	-	1	-	1	-	-
EL SALVADOR	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Acajutla	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
La Liberdad	-	-	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1
La Union	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-	-
HONDURAS, WEST COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amapula	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NICARAGUA, WEST COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Corinto	-	-	-	-	5	1	1	1	1	-	-	1	-	-	1	1	-	-	-	-
PANAMA, WEST COAST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Panama City	-	-	-	-	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Puerto Armuelles	-	-	-	-	19	2	11	-	-	-	-	-	6	-	-	-	-	-	-	-
SOUTH AMERICA, EAST COAST	18	-	71	65	83	80	44	56	2	5	95	84	9	11	77	101	3	9	49	43
ARGENTINA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Buenos Aires	10	-	16	14	4	31	22	12	1	3	21	20	2	7	16	29	3	1	5	14
Mar del Plata	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BRAZIL	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Angra dos Reis	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-
Belem	1	-	3	6	3	4	4	5	-	-	3	5	-	1	3	5	-	-	1	2
Cabedelo	2	-	2	-	3	-	2	-	-	-	3	1	-	-	1	1	-	-	2	-
Fortaleza	-	-	2	-	3	-	-	-	-	-	3	-	-	-	3	-	-	-	2	-
Ilheos	-	-	3	-	4	-	-	-	-	-	4	-	-	-	2	-	-	-	-	-
Natal	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-	-	-	-	-
Parangua	-	-	-	-	1	-	1	-	-	-	2	-	-	-	2	-	-	-	2	-
Porto Alegre	1	-	2	-	-	-	3	-	-	-	3	-	-	-	2	-	-	-	2	-
Recife	-	-	7	1	6	5	1	3	-	-	8	5	-	-	8	6	-	-	4	3
Rio de Janeiro	2	-	16	42	30	35	5	33	-	2	17	48	4	2	15	56	-	8	16	22
Rio Grande do Sul	-	-	2	-	1	-	1	1	-	-	2	1	-	1	2	-	-	-	1	-
Santos	-	-	9	-	15	3	2	1	-	-	17	3	2	-	13	3	-	-	9	2

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955. (CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
Sao Salvador	1	–	1	1	7	–	1	1	–	–	4	1	–	–	4	1	–	–	1	–
Sao Luis	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Victoria	–	–	7	–	5	–	–	–	1	–	5	–	1	–	3	–	–	–	4	–
URUGUAY	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Montevideo	–	–	1	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	–	–
SOUTH AMERICA, WEST COAST	1	–	7	7	74	81	51	16	19	3	30	39	22	13	38	34	1	15	8	4
CHILE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Antofagasta	–	–	–	–	2	5	–	1	–	–	1	1	–	–	1	1	–	–	–	–
Arica	–	–	–	1	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	–
Caldera	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Huasco	–	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	–	–	1	–
San Antonio	–	–	–	–	1	3	–	1	–	–	–	1	–	1	1	–	–	–	–	–
Tocopilla	–	–	–	–	1	–	2	–	–	–	3	–	–	–	2	–	–	–	1	–
Valparaiso	–	–	–	–	–	6	–	–	–	–	–	3	–	–	–	2	–	–	–	1
COLOMBIA, WEST COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Buenaventura	–	–	2	–	16	18	9	5	4	–	4	2	4	10	6	1	–	15	1	2
ECUADOR	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Bahia de Caraques	–	–	–	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–	–
Esmeraldas	–	–	–	–	–	–	2	–	2	–	–	–	–	–	2	–	–	–	–	–
Guayaquil	–	–	–	–	19	16	24	1	10	1	3	13	14	–	5	9	–	–	1	–
Manta	–	–	–	–	1	–	1	–	1	–	1	–	–	–	2	–	–	–	–	–
Puerto Bolivar	–	–	–	–	–	2	2	–	–	–	–	–	–	–	–	–	–	–	–	–
Puna	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	–
PERU	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Callao	1	–	4	5	30	29	6	5	–	2	12	15	2	–	12	18	–	–	2	–
Chicama	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Iquitos	–	–	–	–	–	–	1	1	–	–	–	–	–	1	1	–	1	–	–	1
Matarani	–	–	–	–	–	–	2	–	–	–	2	–	–	–	2	–	–	–	–	–
Mollendo	–	–	–	–	1	–	1	1	–	–	3	1	–	1	3	–	–	–	–	–
Paita	–	–	1	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	–	–
San Juan Bay	–	–	–	–	–	–	–	–	1	–	–	–	1	–	–	–	–	–	2	–
Talara	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	–
Other Ports*	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	–
UNITED KINGDOM AND EIRE	30	22	18	31	114	103	28	42	1	4	50	64	6	20	67	80	2	29	69	66
UNITED KINGDOM	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Avonmouth	1	–	–	1	7	–	2	11	–	–	5	8	1	6	7	5	–	5	7	5
Barry	–	–	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	–	–	–
Belfast	–	–	–	–	–	–	–	–	–	–	–	–	–	–	2	–	–	2	–	–
Dagenham	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	1	–
Ellesmere Port	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	1	–	1	–	–
Glasgow	7	–	–	4	12	6	8	3	–	–	9	6	1	3	17	6	1	2	17	7
Hull	–	–	–	–	3	1	–	2	–	–	3	2	–	2	3	–	–	–	1	1
Land's End	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	1
Leith	–	–	–	–	–	1	–	3	–	–	–	3	–	–	–	3	–	3	–	–
Liverpool	15	21	8	11	27	32	6	7	–	4	15	21	–	2	15	27	1	8	17	20
London	4	–	6	8	9	25	5	1	–	–	10	15	1	–	9	22	–	2	10	18
Manchester	–	–	1	4	2	5	2	6	–	–	–	–	1	–	5	7	–	3	6	4
Middlebrough	–	–	–	–	4	–	–	–	–	–	3	–	–	–	3	–	–	–	3	–
Newcastle on Tyne	–	–	–	–	–	1	–	4	–	–	–	4	–	3	–	–	–	–	–	3
Plymouth	–	–	–	1	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	1
Southampton	–	–	1	–	26	11	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Swansea	–	–	–	–	2	–	–	4	1	–	–	1	–	2	3	1	–	1	1	1
EIRE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Cobh	–	1	1	–	18	14	1	1	–	–	–	–	1	–	–	–	–	–	–	–
Cork	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	1	–	–
Dublin	3	–	1	2	3	5	3	–	–	–	5	2	–	1	5	6	–	1	5	5
Other Ports*	–	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	1	–

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955.
(CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
SCANDINAVIAN AND BALTIC SEA	35	7	25	46	95	116	48	33	5	10	68	59	9	6	56	80	1	28	86	78
DENMARK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Aarhus	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	1
Copenhagen	5	1	3	5	34	21	9	8	-	2	18	13	3	2	19	16	-	3	29	20
Esbjerg	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1	-	-
Other Ports*	-	-	-	-	-	-	1	-	-	-	1	-	1	-	-	-	-	-	-	-
FINLAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Helsinki	3	2	3	10	2	14	5	3	-	1	4	10	-	-	4	12	-	-	6	14
Kemi	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Kotka	7	-	4	6	6	5	5	1	-	-	9	4	-	-	2	6	-	1	10	4
Turku	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GREENLAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Ports*	-	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-	-	-	1	-
ICELAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Reykjavik	-	-	-	-	14	13	-	-	-	-	4	1	-	-	3	2	-	-	4	3
NORWAY	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bergen	2	1	2	2	10	4	1	2	-	-	3	2	-	1	4	2	-	2	4	2
Christiansand	-	-	-	-	7	1	-	-	-	-	3	-	-	-	2	-	-	-	2	-
Narvik	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	2	-	-
Oslo	2	1	-	6	3	15	2	7	-	3	3	6	1	2	3	9	1	6	4	8
Rekefjord	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-	1	-	-
Stavenger	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Trondheim	1	1	-	1	2	1	-	2	-	-	2	1	-	-	2	-	-	1	2	1
Other Ports*	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-
POLAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gdynia	-	-	-	-	3	-	-	-	-	-	2	-	-	-	1	-	-	-	1	-
SWEDEN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gavle	-	-	-	-	-	-	-	1	-	-	-	1	-	-	-	-	-	1	-	-
Gothenburg	10	1	7	15	10	37	16	5	1	-	15	21	-	1	11	22	-	5	15	21
Koping	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1	-	-
Lulea	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1	-
Ortviken	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-	-	-	1	-
Oxelosund	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	1	-	-
Skutskar	-	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-
Sprangaviken	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Stockholm	4	-	4	-	2	4	7	-	4	4	-	-	3	-	3	7	-	3	5	4
BELGIUM, NETHERLANDS, AND NORTH SEA GERMANY	21	17	50	62	179	229	46	44	9	6	151	133	13	12	144	161	15	23	146	151
BELGIUM	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Antwerp	6	8	7	18	27	66	11	10	1	1	23	29	-	2	26	58	1	-	27	58
Gand	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zeebrugge	-	-	1	-	1	-	-	1	-	-	1	-	-	-	1	1	-	2	1	-
NETHERLANDS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amsterdam	-	-	1	-	-	-	6	-	5	-	-	-	1	-	3	-	-	-	-	-
Rotterdam	3	2	21	9	45	36	6	15	3	3	32	15	1	4	24	16	1	9	24	17
Yumeden	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-
WEST GERMANY	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Brake	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-	1	-
Bremen	1	1	-	1	15	6	3	3	-	-	16	5	1	2	16	3	1	4	17	2
Bremerhaven	6	6	3	16	21	60	11	10	-	2	11	30	2	-	9	31	5	3	11	28
Emden	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-
Hamburg	5	-	17	18	68	60	9	5	-	-	68	54	4	4	65	52	5	4	62	46
Kiel	-	-	-	-	-	-	-	-	-	-	-	-	2	-	-	-	-	1	2	-
Lubeck	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Ports*	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1	-

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955. (CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
ATLANTIC FRANCE AND NORTHERN SPAIN	5	–	5	10	108	105	11	1	2	–	38	34	2	–	41	30	4	–	34	34
ATLANTIC FRANCE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Bordeaux	–	–	–	1	6	2	1	–	–	–	6	2	–	–	5	2	1	–	4	1
Cherbourg	–	–	1	–	23	12	–	–	–	–	–	1	–	–	–	1	–	–	–	–
Dunkerque	1	–	–	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	1	–
La Pallice	–	–	–	1	–	3	1	–	–	–	–	2	–	–	–	2	1	–	–	2
Le Havre	4	–	3	8	71	74	5	1	–	–	28	24	1	–	29	23	–	–	26	25
Rouen	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	1
NORTHERN SPAIN	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Bilboa	–	–	1	–	5	4	–	–	–	–	2	2	–	–	5	1	1	–	2	1
Cadiz	–	–	–	–	3	3	–	–	–	–	1	–	–	–	1	–	–	–	–	1
Huelva	–	–	–	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–	–
La Coruna	–	–	–	–	–	2	1	–	–	–	–	–	–	–	–	–	1	–	–	1
Santander	–	–	–	–	–	2	–	–	–	–	–	1	1	–	–	–	–	–	–	–
Vigo	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	1
Other Ports*	–	–	–	–	–	1	1	–	1	–	–	1	–	–	–	–	–	–	1	1
PORTUGAL AND MEDITERRANEAN REGION	19	10	25	32	185	241	67	33	25	15	108	136	12	5	116	139	21	18	97	109
AZORES	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Ponta Delgada	–	–	–	–	6	2	–	2	–	1	1	1	–	–	–	1	–	1	5	2
Other Ports*	–	–	–	–	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–
PORTUGAL	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Leixoes	–	–	–	–	1	1	–	–	–	–	2	1	–	–	1	–	1	–	–	1
Lisbon	2	–	–	–	13	5	6	3	3	–	6	4	2	–	6	4	1	3	7	1
MEDITERRANEAN EUROPE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
CYPRUS	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Larnaca	–	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–
FRANCE, SOUTH COAST	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Cannes	–	–	–	–	5	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Marseille	–	–	1	–	11	5	1	–	–	–	6	3	–	–	12	3	–	–	10	2
GIBRALTAR	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Gibraltar	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–
GREECE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Piraeus	1	–	–	2	3	23	1	2	–	–	3	4	–	1	2	9	1	1	3	10
Thessalonike	–	–	–	–	2	–	3	–	–	–	5	–	–	–	4	–	3	–	1	–
ITALY	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Bagnoli	–	–	–	–	–	–	2	–	–	–	1	–	1	–	–	–	1	–	1	–
Barletta	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	1
Cagliari	–	–	–	–	–	–	1	–	1	–	–	–	–	–	1	–	–	–	1	–
Gaeta	–	–	–	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	1	–
Genoa	6	2	11	21	53	93	12	3	3	–	28	48	1	1	31	43	2	3	24	32
Leghorn	–	–	5	–	8	1	1	–	1	–	3	1	–	–	2	–	–	–	4	1
Naples	2	2	3	2	35	17	6	5	2	–	8	11	–	1	7	7	2	2	4	2
Palermo	–	–	–	–	3	1	–	–	–	–	–	–	–	–	–	–	–	–	–	1
Savona	–	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	–	–	–	–
Spezia	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	–	–	1	–	–
Venice	–	–	–	–	1	–	–	1	–	–	–	–	–	–	–	–	–	2	–	–
SPAIN, SOUTH AND EAST COASTS	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Alicante	–	–	–	–	1	1	–	–	–	–	2	–	–	–	2	–	–	1	–	1
Barcelona	–	–	–	–	5	5	1	1	1	–	–	1	–	–	2	4	–	–	2	2
Cartagena	–	–	1	–	1	1	–	–	–	–	1	1	–	–	–	1	–	–	–	1
Malaga	–	–	–	–	2	1	–	–	–	–	3	1	–	–	3	–	–	–	3	–
San F. De. Guixols	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	1	–
Seville	–	–	–	–	5	1	1	–	1	–	4	1	–	–	7	–	–	–	2	1
Valencia	–	–	–	–	–	2	–	–	–	–	–	2	–	–	–	–	–	–	–	2

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955.
(CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
TRIESTE	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Trieste	1	–	–	–	–	2	2	–	1	–	1	–	2	–	2	1	–	1	3	–
YUGOSLAVIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Rijeka	5	–	–	2	6	12	7	2	1	1	11	11	–	1	11	8	1	1	8	9
Spalato	–	–	–	–	2	–	–	–	–	–	2	–	–	–	2	–	–	–	–	–
Other Ports*	–	1	–	1	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–
MEDITERRANEAN ASIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
ISRAEL	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Haifa	–	–	–	–	2	7	1	1	–	–	2	7	1	–	1	6	–	2	3	3
Tel Aviv-Yafo	–	–	–	–	–	3	–	–	–	–	–	2	–	–	–	1	–	–	–	1
LEBANON	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Beirut	1	–	1	2	2	18	5	2	–	2	6	13	–	1	5	22	1	–	4	9
Tripoli	–	–	–	–	–	1	–	1	–	–	–	–	–	–	–	–	–	–	–	–
SYRIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Latakia	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	1
TURKEY	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Derince	–	–	–	–	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	1
Iskenderon	–	–	–	–	3	11	5	1	1	1	6	8	3	–	4	8	–	–	3	7
Ismir	–	1	1	–	7	9	4	1	9	9	–	–	–	–	7	8	6	–	5	7
Istanbul	–	4	1	2	4	12	2	4	1	–	3	11	–	–	2	8	1	–	2	9
Other Ports*	–	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–
NORTHERN AFRICA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
ALGERIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Algiers	1	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–
Jijelli	–	–	1	–	2	–	–	–	–	–	2	–	–	–	1	–	–	–	–	–
Oran	–	–	–	–	–	–	–	1	–	–	–	1	–	–	–	1	–	–	–	1
EGYPT	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Alexandria	–	–	–	–	–	2	–	–	–	–	–	–	–	–	–	1	–	–	–	1
Port Said	–	–	–	–	–	1	–	–	–	–	–	1	–	–	–	1	–	–	–	–
LIBYA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Tripoli	–	–	–	–	–	–	2	–	–	–	–	–	–	–	–	–	1	–	–	–
TUNISIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Sfax	–	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–
AFRICA, WEST COAST	5	–	3	4	22	24	21	21	2	3	36	31	10	6	23	22	7	4	33	22
BELGIAN CONGO	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Boma	–	–	–	–	4	1	–	–	–	–	1	–	–	–	2	1	–	–	4	–
Matadi	–	–	–	–	5	5	2	6	–	1	9	8	1	–	6	6	1	2	7	6
BR. W. AFRICA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Freetown	–	–	–	1	–	1	2	4	–	–	2	3	–	–	1	2	–	–	2	2
Lagos	1	–	–	–	–	–	–	2	–	–	1	1	–	–	–	2	–	2	1	–
Takoradi	–	–	1	–	4	4	6	5	–	1	9	7	6	5	–	–	4	–	6	6
CANARY ISLANDS	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Las Palmas	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	1	–	–	–	–
S. C. de la Palma	–	–	–	–	–	–	1	–	–	–	–	–	–	–	1	–	–	–	–	–
S. C. de Tenerife	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	–	–	–
FR. MOROCCO	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Casablanca	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	1	–
FR. W. AFRICA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Dakar	3	–	1	1	1	6	5	1	–	–	3	5	–	–	3	5	2	–	3	3
Other Ports*	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	1	–
LIBERIA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Monrovia	1	–	1	2	5	5	5	3	2	1	9	7	3	1	9	5	–	–	7	5
PORT W. AFRICA	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Porto Amboim	–	–	–	–	1	–	–	–	–	–	1	–	–	–	–	–	–	–	–	–
Other Ports	–	–	–	–	1	–	–	–	–	–	–	–	–	–	1	–	–	–	1	–

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DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955.
(CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
AFRICA, EAST AND SOUTH COASTS	30	-	6	25	16	19	37	29	-	-	49	45	4	-	44	46	3	-	20	24
ANGLO-EGYPTIAN SUDAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Port Sudan	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-
KENYA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mombasa	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-
MOZAMBIQUE	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Beira	1	-	-	1	-	-	2	1	-	-	2	1	-	-	2	1	-	-	-	1
Lourenco Marques	4	-	-	2	-	-	7	2	-	-	7	2	2	-	5	2	1	-	3	2
S. W. AFRICA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Walvis Bay	-	-	3	-	1	3	-	2	-	-	1	4	-	-	1	5	-	-	1	3
U. SO. AFRICA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capetown	15	-	1	14	9	9	15	17	-	-	21	26	-	-	18	25	1	-	9	12
Durban	9	-	2	8	5	7	12	7	-	-	16	12	2	-	14	13	-	-	7	6
Port Elizabeth	1	-	-	-	-	-	1	-	-	-	2	-	-	-	2	-	1	-	-	-
AUSTRALIAN REGION	4	-	14	1	2	2	13	20	5	-	9	17	-	-	4	11	-	1	5	18
AUSTRALIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Adelaide	1	-	2	-	-	1	1	-	-	-	1	1	-	-	1	1	-	-	1	-
Brisbane	-	-	2	1	-	1	1	8	-	-	1	6	-	-	1	4	-	1	1	7
Freemantle	-	-	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-	-	-	1
Hobart	-	-	1	-	-	-	1	-	-	-	1	-	-	-	-	-	-	-	-	-
Melbourne	2	-	3	-	1	-	4	2	-	-	5	2	-	-	2	1	-	-	2	2
Sydney	1	-	1	-	1	-	1	2	-	-	1	1	-	-	-	2	-	-	1	1
NEW CALEDONIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Noumea	-	-	-	-	-	-	-	2	-	-	-	2	-	-	-	1	-	-	-	2
NEW ZEALAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auckland	-	-	-	-	-	-	-	5	-	-	-	4	-	-	-	1	-	-	-	5
Dunedin	-	-	3	-	-	-	3	-	3	-	-	-	-	-	-	-	-	-	-	-
Lyttleton	-	-	-	-	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-
Napier	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Wellington	-	-	1	-	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-
INDONESIA-MALAYA	14	-	2	13	3	19	17	6	-	-	12	20	1	-	13	13	1	1	7	13
BR. MALAYA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Port Swettenham	2	-	-	-	-	-	2	-	-	-	2	-	-	-	2	-	-	-	2	-
Singapore	1	-	-	6	1	10	4	2	-	-	3	8	1	-	3	8	1	-	1	6
JAVA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cheribon	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	-	-	-	-	1
Soerabaja	4	-	-	2	-	3	4	-	-	-	2	3	-	-	2	-	-	-	-	-
SUMATRA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Belawan Deli	7	-	2	5	2	5	7	4	-	-	5	8	-	-	6	5	-	1	4	6
SOUTHWEST ASIA	48	-	15	26	42	62	59	4	1	4	62	46	3	1	75	49	4	2	50	44
BAHREIN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bahrein Is.	-	-	-	1	1	1	-	-	-	-	1	-	-	-	1	1	-	-	1	-
BURMA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rangoon	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-	-	-	1	-
CEYLON	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Colombo	33	-	8	11	18	14	36	1	1	1	26	12	1	-	37	13	-	-	21	18
INDIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bombay	2	-	1	10	9	18	7	-	-	1	13	16	1	-	14	19	4	-	9	16
Calcutta	6	-	-	4	-	9	9	-	-	-	8	4	-	-	8	5	-	-	8	5
Cochin	1	-	5	-	6	-	1	-	-	-	2	-	-	-	5	-	-	-	2	-
Madras	4	-	-	-	-	1	4	-	-	-	3	1	-	-	4	1	-	-	3	1
Quilon	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-	-	-	1	-
Vizagapatam	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	-	-	2	-
Other Ports*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-

DIRECT AND INDIRECT ARRIVALS AND DEPARTURES, BY FOREIGN TRADE AREAS, COUNTRIES, AND PORTS, OF GENERAL CARGO VESSELS IN FOREIGN TRADE AT MAJOR NORTH ATLANTIC PORTS – JULY 1 – DECEMBER 31, 1955. (CONTINUED)

FOREIGN TRADE AREA, COUNTRY, AND PORT	BOSTON				NEW YORK				PHILADELPHIA				BALTIMORE				HAMPTON ROADS			
	DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT		DIRECT		INDIRECT	
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT
IRAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Abadan Island	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	-
Bandar-i-Shapur	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1
Khurramshahr	-	-	-	-	-	2	-	-	-	-	-	1	-	-	-	-	-	-	-	-
IRAQ	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Basra	-	-	-	-	2	2	-	1	-	1	1	2	-	-	1	1	-	-	-	-
Bagdad	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1	-	-	-	1
KUWAIT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Kuwait	-	-	1	-	1	4	-	-	-	-	1	3	-	-	1	3	-	-	-	1
PAKISTAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Karachi	-	-	-	-	-	3	-	1	-	-	1	2	-	1	1	1	-	1	1	-
SAUDI ARABIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Damman	-	-	-	-	1	1	-	-	-	-	1	1	-	-	1	1	-	-	-	-
Jidda	-	-	-	-	1	2	-	1	-	1	1	-	-	-	-	-	-	-	1	-
Ras Tanura	-	-	-	-	2	2	-	-	-	-	2	2	-	-	-	1	-	-	-	1
FAR EAST	11	-	10	25	21	14	39	80	6	2	31	58	8	2	32	59	4	9	35	62
FORMOSA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keelung	-	-	-	-	1	-	-	-	1	1	1	1	-	-	1	1	-	1	2	-
Takao	-	-	-	-	-	-	-	-	1	-	-	-	2	1	-	-	-	-	-	-
JAPAN	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-
Hakodate	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Hirohata	-	-	-	1	-	1	-	1	-	-	-	1	-	-	-	1	-	1	-	1
Kanmon	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Kawasaki	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	2	-	1	-	2
Kobe	-	-	-	-	-	1	3	3	-	-	-	2	-	-	-	1	-	-	-	1
Kure	1	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	1	1	-
Muroran	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	1	-
Osaka	1	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	1	1	-
Tokyo	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	1
Yawatu	-	-	-	-	-	-	-	2	-	-	-	-	1	-	-	-	-	2	-	-
Yokohama	-	-	5	9	9	8	14	52	2	-	14	36	3	-	13	32	2	-	17	40
Other Ports*	-	-	-	-	1	-	-	-	-	-	1	-	-	-	1	-	-	-	1	-
KOREA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Inchon	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-
Pusan	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	-	-	-	-	-
PHILIPPINE ISLANDS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bacolod	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Cebu	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-
Dumaguete	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-
Hinigaran	-	-	-	-	1	-	1	-	-	-	1	-	-	-	1	-	-	-	2	-
Manila	5	-	2	9	1	1	13	13	-	-	9	11	-	-	6	14	1	1	2	12
Masinloc	-	-	-	-	1	-	1	-	1	-	1	-	-	-	-	-	-	-	-	-
Pulupandan	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Tacloban	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-
Victorias	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-
THAILAND	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bangkok	3	-	3	6	4	1	4	7	-	-	4	6	-	-	6	7	1	1	4	5
VIET NAM	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Saigon	1	-	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	1	-

*Specific port not shown in Maritime Commission Records.